

Mr Bishop

MAY 5 1925

# THE Publishers' Weekly

## The American Book TRADE JOURNAL

VOL. CVII.

NEW YORK, MAY 2, 1925

No. 18

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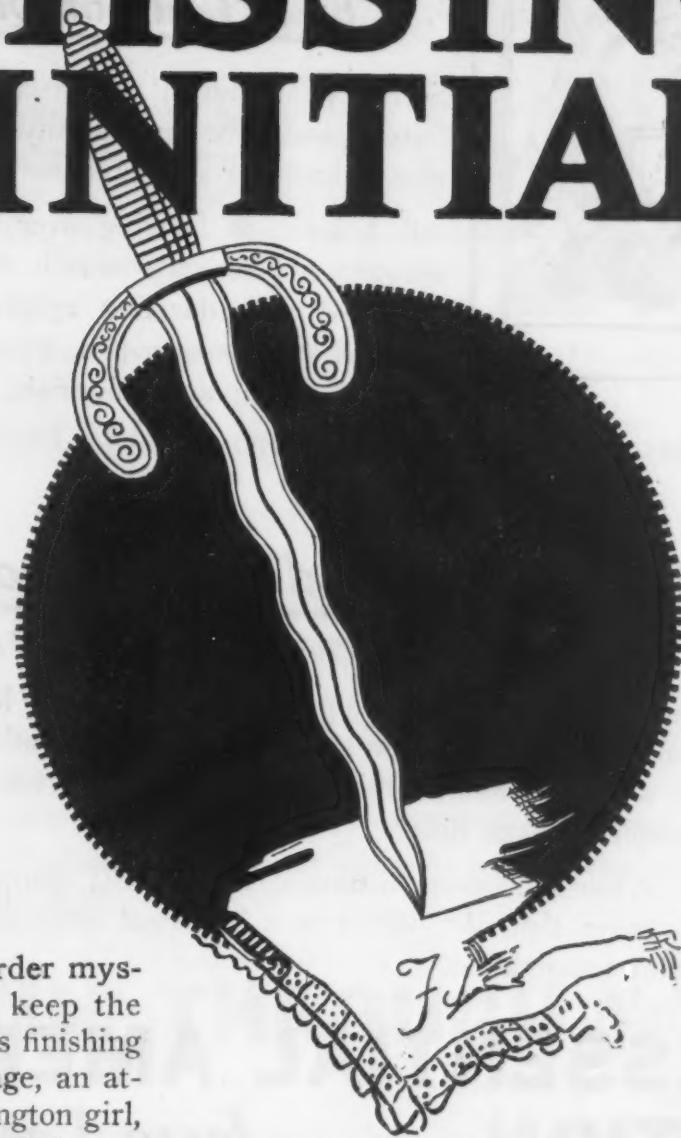
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# The PUBLISHERS' WEEKLY

## THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, MAY 2, 1925

### Are Browsers Buyers?

#### The Retailer Tells How He Studies the Browser and Makes of Him a Good Customer

THE *Publishers' Weekly* has been very curious as to what most booksellers thought about the browser. So a letter, with proofs of the editorial on browsing which appears on another page, was sent out to about a dozen retail stores, asking them whether they found that browsers were profitable guests in their stores. Book departments, large bookstores, and small bookshops received the letter. But unfortunately for the purposes of argument, from New York to California the browser was enthusiastically smiled upon. Every bookseller who answered the letter reported that the browser was an asset to the shop.

There are, of course, many bookstores where the customer does not feel at home, and free to roam about and taste the wares at his leisure, where he will be made to feel that his errand to the store should be prompt and businesslike. Yet, the letters do seem to show that the book lover is being studied by the bookstore.

Mabel Arundel Harris, of the J. K. Gill Co., of Portland, Ore., points out that the browser must be allowed to browse but there is a psychological moment at which he should be approached in a friendly spirit—"To us it seems there is a golden mean between the utter laxity of the bookshop where the salesmen show the 'condescension of indifference' and the shop Christopher Morley tells of which is conducted with 'Cromwellian rigor.' We find we are most successful in creating a dual atmosphere of welcome to browsers and at

the same time alertness to serve the buyers when each person entering the store is regarded as a possible customer. It does not seem wise to wait for the customer to make the first approach. For in these days of emphasis on service such an attitude might be misinterpreted. We greet each person entering our department with a sincere expression of welcome, as one would greet a guest in his home. We have no set formula of approach. If they in turn indicate that they prefer to look around and serve themselves we give them the full freedom of the shop.

"While this policy sometimes results in entertaining unprofitable guests, it more frequently happens that 'the customer that comes to browse sometimes remains to buy.' Then, too, we have found it to be a curious truth that customers are drawn into a shop that seems alive with people.

"We have found it is wise to keep an eye on the browser because there are psychological moments when the browser has sold a book to himself. Often a friendly comment made at this moment will be responded to with a confidence not possible to win when a browser first enters the store. From then on the salesman can take the matter into his own hands and direct the selling."

Another bookseller on the west coast, Will D. Wilson, Manager of Lowman & Hanford Co., says that it is only a matter of clever handling to convert the browser into a buyer.

"In an experience of retail bookselling

covering nearly forty years, we say 'Give us the browser.'

"While it is very true that some stores do not attract, nor are they arranged to attract the browser, in our case, where we have an entire floor 60 x 110 ft. given up expressly to the display of books, all arranged by subject, the browser finds himself particularly at home, and is at liberty to take a chair and spend all the time at his disposal in looking over items that interest him.

"Of course, there are all kinds of browsers, very few of whom have we ever found to be entirely objectionable, and many of whom have developed into some of our best and most regular customers.

"A trained book salesman (of which, thank God, we have a few), has a very adroit and psychological method of handling this species of customer, and it is only a matter of time and clever handling until the browser is converted into a good customer. Every browser is a potential customer, and it is our policy to study them, and understand them."

From New Orleans, S. D. Siler writes:

"Our experience with 'browsers' is very satisfactory. We try to encourage it by a sign in our window 'Come in and browse.'

"We find this has established relations with many people who have become regular customers. This is particularly true in our old book department. Of course, the salesman must know and recognize the difference between the customer who wants to 'browse' and the one who knows what he wants, and wants it at once."

Two new bookshops have written us. Miss Katharine Leiper of The Quill Book Shop in Philadelphia points out that there are browsers and browsers, and a bookshop is fortunate if its browsers know how to browse. Miss Leiper says:

"Our policy is to encourage them to the fullest degree and we have secured a number of very good patrons by so doing. We are fortunate in the fact that our 'browsers' are 'book lovers' and know *how* to browse and *how* to handle a book without making it shopworn. We daily have strangers who stop in to browse and they seldom go away empty handed and usually become permanent patrons—or come back from time to time for books—so from our experience 'browsers' are a success."

Miss Elizabeth Lustig of the Booke Shop at 4 Market Square, Providence, writes that her interest in browsers began because she was once a browser herself, and in this shop browsing is made easy.

"As far as we are concerned, we defend most decidedly the custom of browsing. We feel that there is nothing more unpleasant than a nagging book-clerk, and that the real lover of books likes to roam around at leisure and make his own selection. Our shelves are marked so that he may find his way about. For instance 'Travels in an Arm Chair' (Travel Books); 'When the Cook Leaves' (Cook Books); 'Poet's Corner,' etc. Every book has the price plainly marked, and the number of people who buy exceeds those who look around and walk out again, empty-handed. If we are doubtful, we say in an inquiring manner, 'Can we help you, or would you prefer to look around?' And an answer is readily given.

"Having once been a 'browser' myself, and having many times been intrigued thru discovering an unknown volume which I could hardly wait to pocket, I feel that there is much to be said for those who like to do their own exploring. Let the book-clerk be ready to wrap and take a purchase, but beware of forcing people to buy what they do not want. They may do it once, but they will never come again."

R. F. Clapp, Jr., of Albany, N. Y., tells of the experience of his shop which has the advantage of long continuity, as it has descended from father to son. He says:

"In answer to your recent request regarding our ideas of browsers in bookshops, we would like to state that we approach all our customers in a friendly manner as they enter our department and if they wish to look around or to browse, we do not trouble them, but we keep a strict watch and if they are interested in some particular style of reading we try to guide them to this section.

"We believe that each customer should be approached as soon as possible, for if they have a definite title or book that they wish, they do not want to be kept waiting, and the only way you can ascertain this is by the friendly approach of your clerk. Careful observation with browsers we believe creates many extra sales."

J. A. Margolies, buyer of Brentano's

New York Store tells how browsing is regarded in one of the largest retail book stores in the country:

"Keith Preston's little doggerel about the 'book-browser' seems to hit the mark. Book-browsing should be encouraged as much as possible by bookstores, as in most cases browsing results in a sale.

"We encourage it as much as possible. Of course, it can be carried to extremes. I know of one particular browser that will read a book standing up in front of the counter until one o'clock, go to lunch, come back, and finish it. But such cases are unusual.

"The average person wants to see what is in the book before he buys it. The habit of some clerks of standing over a customer, giving him the impression that he is being hurried, often hurts a sale.

"A bookstore should be as inviting as possible, and even if the browser does not buy every time he comes into the shop, his patronage, eventually, will go to the store that allows him to feel most at home."

Thomas R. Burns submits a brief of the attitude that the Doubleday Page retail shops try to keep in vogue.

"To begin with, let me say that I do approve of the browser. He is rather a barometer of conditions in your shop, showing you whether or not your personnel has the ability to size up a person and whether your shop has the necessary attractiveness which eventually culminates in sales. If your personnel is a good one, it should be able to size up its potential customers in short order. His first few movements in the shop will tell your salespeople whether he is looking for prompt service or whether he wishes to look around a while. If he is a browser, let him browse; if he wants attention, give it to him—that is service. The clerk should always be on the lookout so that, if he is wanted, he will be readily available and, if the browser doesn't appear to want him, he will stay at a safe distance giving the browser the feeling of being free to look about without the thought that he is continually being pressed by the clerk to buy. The active eye of the clerk is also necessary as your insurance against the browsing shop lifter.

"Secondly, if your shop is attractively kept, shelves and stock clean and tidy, and

if your window, counter and table displays are constantly changed and made appealing, the browser is very likely to find something that will induce him to part with some of his money. He may not buy during this visit but you are making him more and more susceptible to your merchandising efforts."

Brockmann's, Charlotte, N. C., begins a letter about the browser with what is, perhaps the most interesting generalization of all, distinguishing between browsers male and female and giving some shrewd sidelights on both.

"Our experience is that it is profitable to encourage browsers but more profitable to encourage men browsers than women browsers. To encourage browsing, we provide a long table with five chairs on each side—a good light above it and invite customers to inspect books leisurely. The only books displayed on this large table are plays, recitations, monologs and similar books such as are used by schools and others who put on amateur performances. In the Spring this table is seldom without a prospective customer for this kind of books and they usually buy. Sprinkled among these are general browsers who have found something they want to look over. While browsers are a nuisance in the busy season, the busy season is, unfortunately of such brief duration that we are willing to put up with the inconvenience—which is then at its lowest ebb anyway—for the sake of having the browsers during the remainder of the year. If they do nothing else they lead other customers to think that the store is not without customers which is, psychologically, a good way to have them feel.

"We find that as a rule men browsers, even tho they won't admit it, have some motive for coming in. A larger percentage of them buy than do women. They require no attention and disarrange the stock not at all.

"Our policy is to approach each and every customer as soon as possible after the customer enters the department. If the customer indicates a desire just to browse we state that we are glad he came and also that if any particular book should occur to him we will be glad to locate it. The sales person then gradually leaves the customer to himself—keeping an eye on him meanwhile."

## Six New Eastern Bookshops

### V

#### The Best Cellar, Washington



THE SHOP'S NAME WAS CHOSEN BECAUSE IT WAS SOMEWHAT DESCRIPTIVE, AND AN OMEN OF FUTURE SUCCESS

THE decision by the Misses Ladd of Washington to start a new bookshop was made about a year ago after only a few hours active consideration. But in reality it was the culmination of long indulged dreams and an extended period of preparation and experience in allied fields on the part of the proprietors.

Miss Mary Ladd's several years of service in the Congressional Library and a subsequent period in similar work with the Railroad Commission gave her a comprehensive knowledge of books and skill in handling them. After the decision to embark on a book adventure of her own she supplemented her equipment by a few months' apprenticeship in the "Sunwise Turn" in New York, learning there books from a business angle. Miss Katherine Ladd's technical training in art and interior decorating enabled her to bring to the enterprise skill in arranging and beautifying the bookshop and in devising unique

and artistic advertising pieces, while an experience in running a teashop supplied her with a business background and a grace and ease in meeting the public.

The personnel of the new bookshop having unanimously chosen itself proceeded next to prospect for a desirable home. The location finally selected was a strategic one in its general relation to the business and social centers of Washington, and a somewhat challenging one in view of the fact that no less than four bookshops, besides two rental libraries, already held the field within a radius of two or three blocks of the site. The intersection of Seventeenth and H Streets, near which the Best Cellar sells, is a block from the State, War and Navy Building, and not much further distant from the Department of Labor and several other large government buildings. The section which is rapidly becoming the fashionable shopping district of Washington starts just above this point. Near by



AS YOU ENTER YOU ARE IMPRESSED BY THE SHOP'S CHARM AND COZY INTIMACY

are several prominent hotels and clubs. At the same time, notwithstanding the populous neighborhood, the locality has a certain dignity which is lacking on strictly commercial streets.

The question of name was one which held the stage for some days among the Ladds and their numerous friends who were interested in the enterprise. Indication of location was the first desideratum, but this principle was eventually abandoned, owing in part to the presence of other shops in the neighborhood, and, in spite of the present disrepute of punning, a name somewhat descriptive of the shop itself, as well as, they hoped, significant of its subsequent success, was chosen.

As may be inferred, the shop floor is somewhat below the level of the street. A little show window has been built out flush with the sidewalk, in which are displayed a few books, notice of the rental feature, and from time to time other seasonable suggestions. A huge copper bowl filled with flowers, shrubs or foliage embellishes the top of this little bay, and a sign in the form of an opened book bears the name of the shop. At the sides of the steps leading down to the door other tiny cases hold books, and a small rack displays magazines.

As you enter the shop you are at once impressed with its unusual charm and cozy

intimacy. This is due partly to its small size, and partly to skill in arrangement and taste in decoration. The room is not over twenty feet square, but the shelf space is increased by projecting partitions on one side forming little alcoves. Benches within these booths provide a comfortable seat where you may reach shelves in three directions and dip here and there at your ease. The shelving on the opposite side of the room is broken by a lovely wide fireplace in which a cheerful blaze is often burning, faced by a comfortable davenport which in turn is backed by a large table of books. Russian brasses and other novelties which are sold as sidelines add a pretty decorative touch to the mantel and tops of the cases. The windows are curtained with heavy gold colored material and the bookshelves are all provided with fabric curtains, which of course are always drawn back. Lamp shades of painted parchment cast a soft glow over the ensemble in the evening hours. In the rear is a small office and service room.

The Best Cellar started in a very modest way on a capital of \$1800. Its stock at present comprises about 3000 volumes and since the space now available is used to capacity, further expansion will mean a removal in location, which, however, is not contemplated for at least another year.

The stock is general in nature, new and modern books being emphasized, and includes no professional or technical books. Fiction constitutes probably one-fourth of the total number and is by far the best seller. A considerable number of French books are carried and sold, and at seasonable times there is a good sale of children's books, which, however, are not especially featured at any time. A limited number of the higher class magazines is carried. The rental library, consisting of about 500 books, is very popular with patrons, and also with the proprietors, since last month, for example, it did its

bit by practically paying the rent of the shop. Here again fiction is most in demand. The fees are 3c. and 5c. a day respectively for fiction and non-fiction, with a minimum charge of 10c. and 15c. A deposit of \$1.00 to \$2.00 is required, according to the value of the book drawn, and is returnable at any time.

It is estimated that the greater part of the patronage is local, that is, people who live in the vicinity, or whose work or other engagements draw them thither. The number of patrons is steadily growing, as a result of the good report of friends already made, and of a systematic advertising system. Lists have been secured of the personnel in the various government departments near by, to the number of several thousand, and club and other lists furnish additional names. Some unique and attractive folders have been printed and about fifty of these are mailed each day. The trade is about evenly divided between those who call for specific books from stock or order, and those who choose casually or who request advice and direction. The shop is open until eight o'clock in the evening. As there are a number of attractive cafés and cafeterias in the neighborhood where many business people and apartment dwellers dine, the period

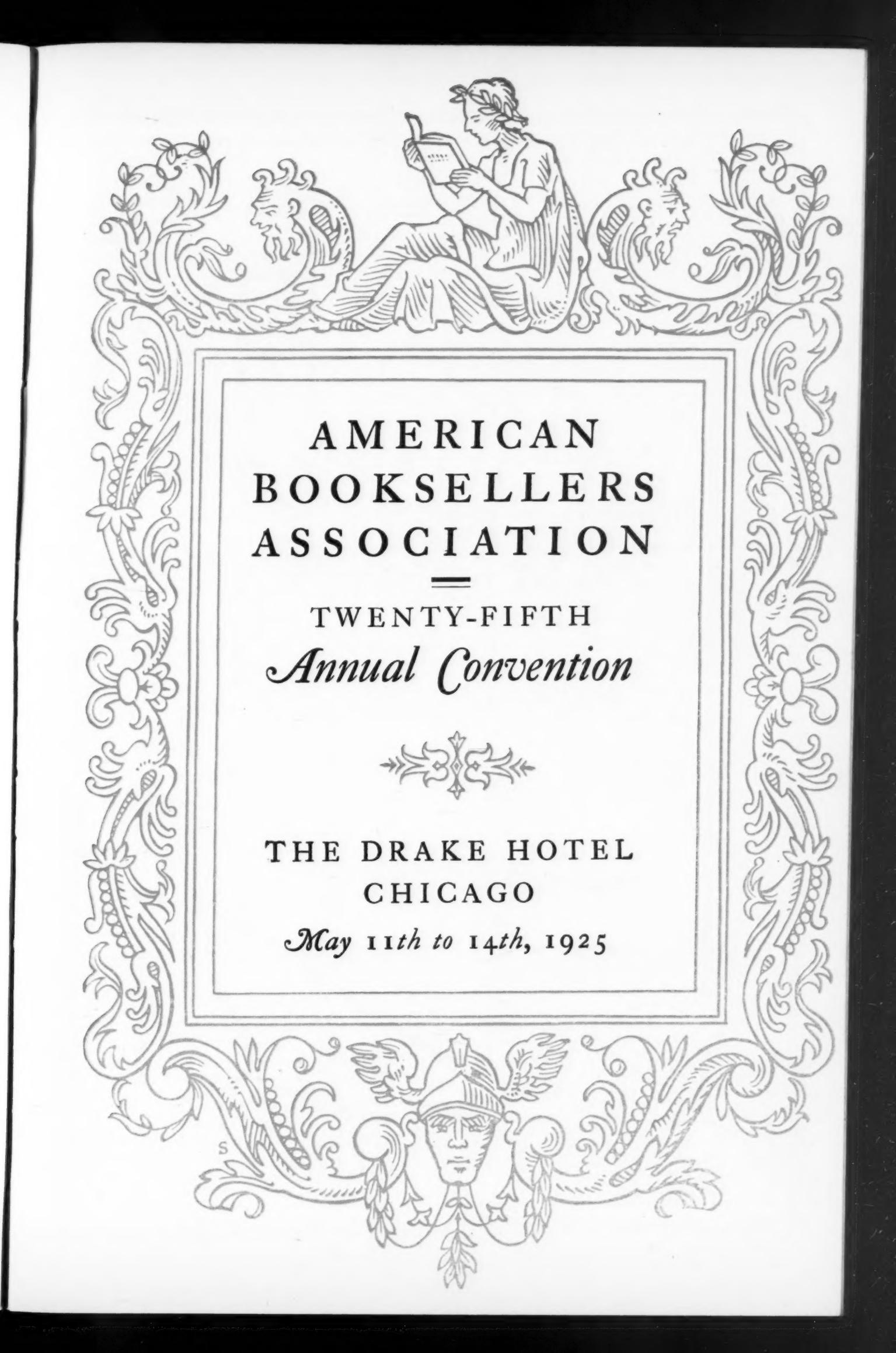
about dinner time is a busy one. The best hours of the day are from 4:30 to 6 and from 7 to 8. The after dinner hour especially brings a good deal of additional trade to the store. In speaking of the long hours and the necessary presence of at least one

member of the firm there every evening, Miss Ladd said: "We do not find the confinement irksome as our living arrangements at home are elastic. Our outside social activities are somewhat curtailed, but on the other hand we meet many of our friends here; indeed, one of the great returns of the shop has been the number of delightful people we have

met, many of whom we have already grown to regard as real friends. The personal contacts of the small bookseller are one of her greatest rewards."

That patrons respond to this attitude is evidenced by the delightful atmosphere one senses immediately upon entering the shop. One feels free to roam about, sampling a book here and there, exchanging a remark with a fellow customer, or addressing an inquiry to the bookseller, who is always at hand but never intrusive. One may come and browse to his heart's content, and is sure of being welcome whether he buys or not.

The Best Cellar is splendid evidence that a very small bookshop can be made profitable. It owes its success to its physical attractiveness, its well chosen stock and good service, and the personality of its sponsors. "Of course we shall never get rich from a business of this size," said Miss Ladd, "but it pays its way and yields a living. The stock is small, but the turnover is rapid. Perhaps after a time, when our name and fame have had time to become more firmly established, we shall find it feasible to move to larger quarters but for the present we are satisfied with the steady growth of an increasingly solid and permanent clientele."



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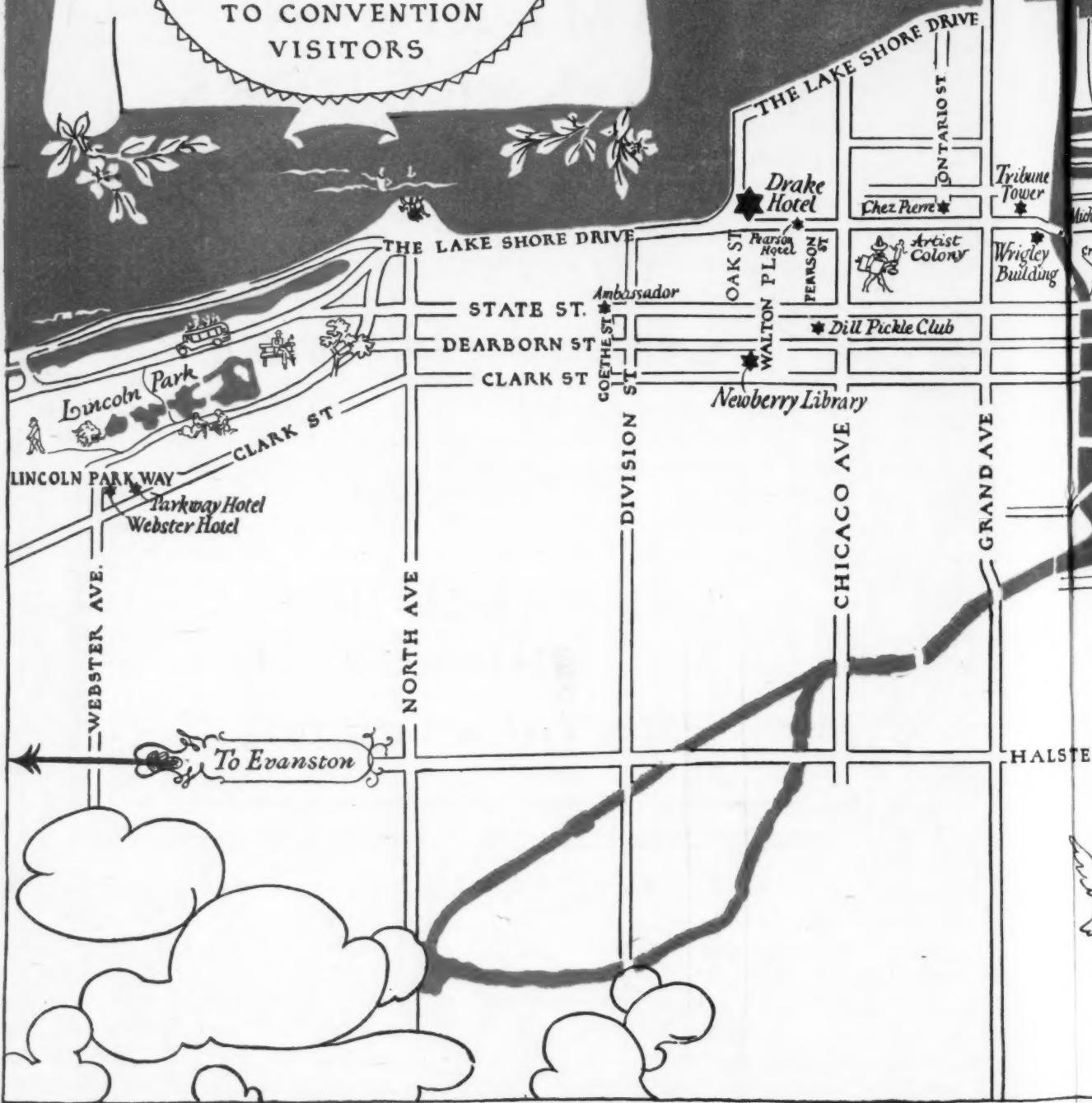


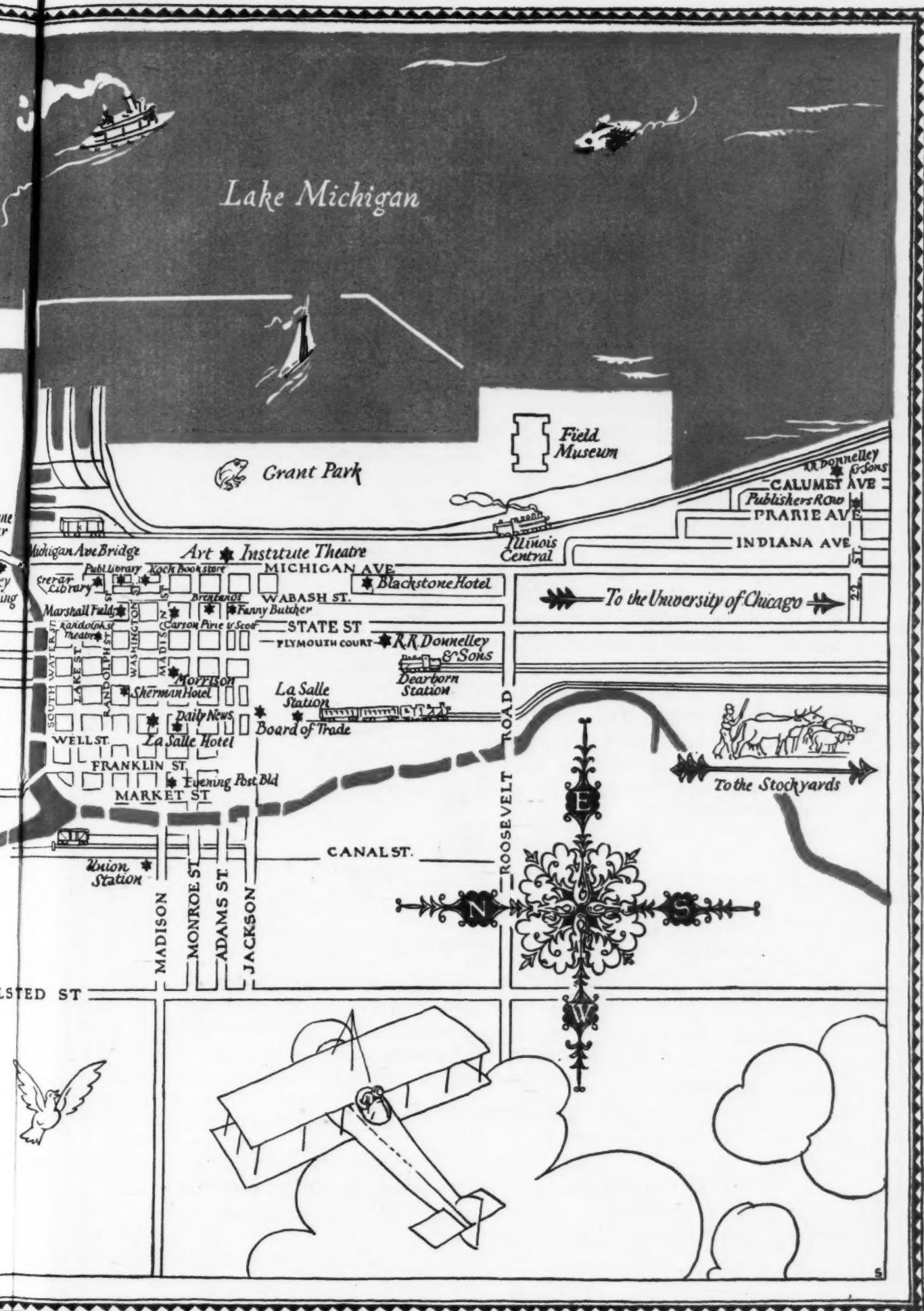
THE DRAKE HOTEL  
CHICAGO

*May 11th to 14th, 1925*

S

Map of  
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SHOWING PRINCIPAL  
POINTS OF INTEREST  
TO CONVENTION  
VISITORS





25th *Annual Convention*  
AMERICAN  
BOOKSELLERS ASSOCIATION

THE DRAKE HOTEL, CHICAGO

MAY 11-14, 1925

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*Monday, May 11*

2 P.M. Convention called to order. Addresses of welcome. Reports of officers and chairmen of committees.  
7 P.M. "Get-Together" Dinner Dance, The Drake Hotel Grill.

*Tuesday, May 12*

9 A.M. Round Table Discussions.  
10 A.M. Mr. Basal Blackwell, of Oxford, England.  
Other speakers: Leonard H. Wells, Minneapolis; Joseph Mills, Detroit; Harry Hansen, Chicago.  
1 P.M. Luncheon at the Swift Company plant, Union Stock Yards, and tour of part of the Swift plant.  
3 P.M. Tour of the Park and Boulevard System of Chicago.  
8 P.M. Theatre Party given by the Publishers of Chicago.

*Wednesday, May 13*

9 A.M. Round Table discussions. Addresses by Mrs. L. A. Miller, General Federation of Women's Clubs; Esther Gould; Mrs. J. T. Watson.  
2 P.M. Addresses by Alfred LaBelle, Detroit; Frederick Weston, Chicago; Dr. A. C. Littleton, University of Illinois; and others.  
9 P.M. Party at Chez Pierre. Midnight Supper.

*Thursday, May 14*

9 A.M. Reports.  
10 A.M. Executive session and election of officers.  
12 A.M. Convention adjourns.  
3 P.M. Reception in Book Section of Marshall Field & Company; Tea in the Wedgewood Room, given by Mrs. Marcella Burns Hahner.  
7 P.M. The Banquet. Dancing till 2 A.M.

## The Grief Department

By Alfred Hartog

*General Manager, Columbia University Press*

HAVING followed the discussion on bookselling in the *Saturday Review of Literature*, I am inclined to accept Mr. Melcher's theory, namely, that the book business as a whole is not in a bad condition. Speaking from both angles, that of the publisher and the retail bookseller as well and in the latter capacity, that of the college bookseller, I can happily state that sales of general books have improved. This has come about not so much because the contents of fiction have advanced in literary style (I for one believe that the best writing was done before our generation was able to read), but because the book dealer has assumed a more business-like attitude in selling his wares. Individual advertising in local papers, home-made lists of new books appealing to neighborhood trade, monthly book-lists to general trade, postcard announcements of single titles and canvassing institutions like libraries, clubs and schools have undoubtedly contributed to make bookshops an acknowledged factor in the community.

But Mr. Huntting, as well as Messrs. Melcher and Govan have overlooked one section of bookshops, particularly in college bookstores, rightly called the "Grief Department" by one correspondent in a letter to the College Bookstore Association. I am referring to textbooks on which publishers allow twenty per cent average discount; a few have lately realized the situation and allowed on some titles twenty-five per cent. One argument advanced by publishers is that the discount had to be reduced to the ridiculous figure of twenty per cent, in some cases to as low as fifteen and even ten per cent, because in former years, when the allowance was higher, bookdealers cut the retail prices and each others throats by competing in an unfair manner.

For all I know that perhaps was so in years gone by, when unfair competition was common in business life. But price

cutting in those days was not confined to the book-trade; on the contrary, it was commonly accepted as a proper procedure with reference to all merchandise. The situation has changed. Senseless price cutting has stopped. No manufacturer of goods other than books has, however, found it necessary to try to stop unfair methods by reducing the discount to a figure not even covering overhead, thus making it supposedly impossible to cut prices.

The College Bookstore Association has recently sent a questionnaire to its members in an effort to find out how the small discount on textbooks affects their overhead and general business condition.

Reports from twenty-nine college bookstores show that four carry a stock of textbooks valued at cost at \$30,000 and over (one \$40,000) from one term to the next; two \$20,000 and over; one \$18,000; four \$10,000 and over; six \$5,000 and over; the balance from one to five thousand dollars. Overhead to carry this stock averages 21%, while the average of textbook sales in these stores is 75% with 25% general books including fiction. Considering how few publishers allow 25% on textbooks, the college bookstores are compelled to make both ends meet, or perhaps not, at an average trade discount of a fraction more than 20%, while the average overhead amounts to 21%, with the lowest at ten per cent at one store, the next at twelve at one store, the next two at sixteen, the next two at seventeen, the next two at eighteen, the next store at nineteen, the other twenty at twenty per cent and over, with the highest average of 31%. In any event, the overhead of twenty out of twenty-nine stores exceeds the profit.

Mr. Huntting, a bookseller of general books, in the *Saturday Review of Literature* of March 14th, states that "the cost of doing retail business at the present time is 33 1/3%." The reason why some college bookstores, to be correct nine out of

twenty-nine, can do their business on as low a figure as an average of 16% is because these stores probably are not charged for rent, light and heat; but the very fact that twenty out of twenty-nine of these stores have an overhead of over 20% shows the real state of conditions for this kind of book-trade. If the general store has to figure on 33 1/3%, representing the customary discount allowed on fiction and general books, with all the advantages of street windows and unlimited advertising possibilities, the figures shown above concerning the specialized college store seem mild in comparison. Yet both reflect a most unfortunate state of the book-trade.

If there is one article sold in stores deserving more consideration on the part of manufacturers than books, I do not know of it. Investment in books is the most dangerous kind, particularly in textbooks. Transfer of an instructor from one college to another; change of curriculum; a new discovery which may make an accepted standard of last year antiquated this year; a new edition not announced in time by the publishers; so-called two price books, one for the general trade and one for the educational trade; offers by publishers to send books on approval and in addition allowing instructors ten or even fifteen per cent discount; selling of books at cut prices together with periodical subscriptions and many other reasons may reduce a stock of books to the value of a few cents, no matter what the retail price. The average value of textbook stock that has to be carried over from one college term to another, with a recess of sometimes four months, during which time business is practically at a stand-still is reported by these twenty-nine college bookstores as amounting to \$9,725—at cost.

Consequently the college bookstore is compelled to handle its major business, that of textbooks, at a loss and below overhead expenses. It can, of course, and does sell other books, like fiction series, dictionaries and second-hand books; but since this business is also carried on by neighborhood competitors who are not expected to carry profitless textbooks, it amounts to an average of 25% only on the whole book turnover, not enough to offset the loss on textbooks. Profits derived from the sale of other articles in college bookstores, like

stationery, souvenirs, athletic goods, fountain pens, college jewelry and other merchandise, have to be used greatly to overcome the deplorable condition brought about by the small discount allowed by textbook publishers.

Here is a situation that should be met and remedied by an open discussion at the Booksellers' Convention. There should be but one discount on books, without difference as to whether they are educational, fiction or other books. It would be in the publishers' interest to make as large an allowance on retail prices as possible, so that the college bookshop does not have to regard textbooks as a necessary evil, but as profitable merchandise, worth the intelligent support and display granted any other article offered for sale.

The College Bookstore Association will be represented, it is hoped, by the greater portion of its members at the convention in May and I am sure that I speak in the name of all, if I invite publishers and their representatives to talk over the discount question with us during that session.

### Retail Sales Up for March

SALES at 523 retail stores which made preliminary reports to the Federal Reserve banks from all sections of the country were 5.5 per cent larger in March than in the same month last year.

Percentage changes in dollar sales between March, 1924, and March, 1925, are shown in the following table:

Districts	Inc.	Dec.	Pct. of Increase
Boston .....	35	26	3.5
New York .....	28	31	4.9
Philadelphia .....	57	37	4.3
Cleveland .....	20	17	3.5
Richmond .....	36	16	7.7
Atlanta .....	25	11	6.3
Chicago .....	46	18	4.8
St. Louis .....	11	7	6.5
Minneapolis .....	8	6	5.1
Kansas City .....	22	2	16.6
Dallas .....	12	1	13.3
San Francisco ...	32	19	6.7
United States..	332	191	5.5



THE DOUBLEDAY, PAGE PLANT HAS A NEW WING

### Doubleday's New Wing

**DOUBLEDAY, PAGE COMPANY** is now occupying the new wing which has been built to adjoin the north end of its publishing house in Garden City. This building which adds sixty-two thousand square feet of floor space, makes Country Life Press with its total of 240,000 square feet one of the world's largest book publishing plants devoted to the work of one publisher. The new wing is Tudor in style to harmonize with the main building which, both in its general outlines and its gardens, was designed after Hampton Court. The new space will be devoted to storage, printing presses and offices and will give added facilities to the plant which makes daily about 35,000 books and 100,000 magazines. This is the second large addition which has been made to Country Life Press since Doubleday, Page Company built its publishing house in Garden City fifteen years ago.

### Book Travelers Meet

**W**ITH a total of ninety-three paid members, the first meeting and luncheon of the Associated Book Travelers, the new association of traveling representatives of the book publishers of America, was held on Thursday, April 23rd, in the private dining-room of the Fraternity Clubs Building at 38ts Street and Madison Avenue, New York City. August H.

Gehrs acted as temporary chairman, calling the meeting to order and explaining the origin of the organization and its purpose in fostering friendship and good fellowship among the book travelers. After some preliminary discussion an election of officers for the ensuing year was held, August H. Gehrs being elected President; Edward J. Vass, Vice-President; Henry M. Snyder, Treasurer; and Raymond T. Bond, Secretary. A Board of Governors was also chosen, consisting of William Corrigan, Leon Archer and Howard C. Lewis. A nominating committee was appointed to prepare a ticket for the first election of officers which will be held next December and plans for the fall luncheon and the December banquet were discussed. The committee in charge was congratulated on the excellent results of its efforts as evidenced in the charter membership of ninety-three of the representatives, and the attendance at the first luncheon of sixty-four members. Letters were read from Tom Clagitt, H. V. Myer and Frank Coombs who were prevented from attending by previous engagements.

In order that the book travelers or members of this organization may have a definite rallying place, a table has been reserved at the Fraternity Club, where the men may come daily for luncheon, after the fashion of the old round-table gatherings at Shanley's and the Continental Hotel in former years. The remarkable response to the organization at its very inception proves that it fills a need and is a splendid indication of its future strength.

# THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leypoldt

EDITORS

R. R. BOWKER

F. G. MELCHER

May 2, 1925

*I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.*

—BACON.

## Are Browsers Buyers?

KEITH PRESTON, of the Chicago *Daily News*, has, with his usual cleverness, pointed his finger to one of the difficulties of the bookseller, that of estimating the best method of serving the browser:

### The Perfect Book Clerk

The perfect clerk should seem to drowse  
But keep one wakeful eye;  
The customer that comes to browse  
Sometimes remains to buy.

It has been generally assumed in the book-trade that the browser is one of the most important assets of the bookstore, and most confirmed book buyers will express the opinion that one of the things that they most enjoy in the bookstore is the privilege of complete liberty to examine and read among the books as they choose without interruption from the salesmen. Some stores make it a cardinal principle of their business building that a customer shall never be spoken to until he chooses to make the first approach. This opinion, however, seems not to be universal, and Christopher Morley, in writing recently of his Indianapolis trip, speaks of the second-hand store where he found Fitzgerald's "Euphranor," for which he had long hunted in vain. "This second-hand bookshop," he says, "is conducted with Cromwellian rigor, and the proprietor refuses admission to any mere browser and ejects the customer who does not know exactly what he wants."

Some customers believe that the freedom accorded to them in the bookshop is sometimes from "condescension of indifference," and complain that book salesman are often so much occupied with their own affairs or in reading that it would be impossible to get their eye. That the book business must always be on a little different basis from the average store seems to be generally admitted, and it would be interesting to get practical comment on the difficulties of this situation from booksellers, who may be able to tell from years of practical floor experience just how the browser may best be served.

## Taking Stock of Yourself

MANY bookstores have their annual stock-taking on May 1st. It is a time when stocks are low, interruption with sales is slight and the need of exact information is urgent because the busy buying season is just ahead.

Why not take a personal inventory at the same time? The store's management is the only thing of more value than its stock, if the management is at low ebb of efficiency there is but little value in having an ideal store.

As a basis for such a personal stock-taking, the *Publishers' Weekly* suggests the following form.

Credit 4 points for each question. One, two or three points if you have to qualify.

1. Is your business growing?
2. Do you show a net profit?
3. Have you an up-to-date accounting system?
4. Do you pay your bills promptly?
5. Do you take annual inventory?
6. Can you accurately estimate the monthly inventory?
7. Is your buying controlled by accurate knowledge of present stocks and future needs?
8. Have you an accurate estimate of your cost of doing business?
9. Do you know what lines pay best?
10. Do you know what lines pay least?
11. Does your stock, on the average, turn four times a year?
12. Does the sales force study systematically?

13. Is there good team work in your store?
14. Do you, yourself, keep contacts with the customers?
15. Is your shop well kept and with displays fresh and attractive?
16. Is your window doing its full share of promotion?
17. Have you a well-handled mailing list?
18. Do you use book lists and special letters for business building?
19. Are mail and special orders well handled?
20. Do you and all the staff keep fully in touch with town organizations?
21. Do you read the trade journal regularly?
22. Do you keep in step with the promotion work of the National Association of Book Publishers?
23. Do you belong to the American Booksellers' Association?
24. Do you attend its conventions?
25. Do you endeavor to make some contribution to the general progress of your profession?

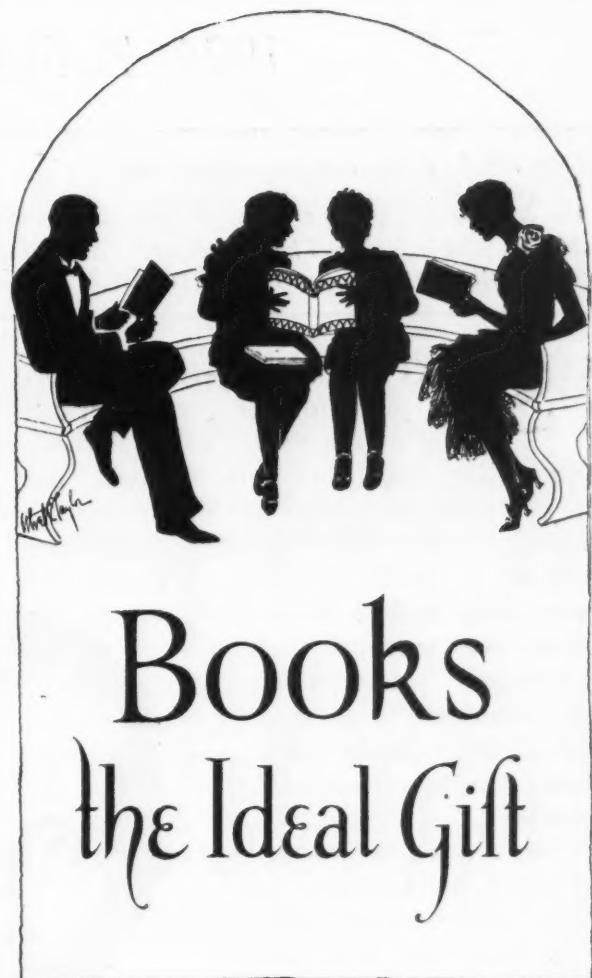
### Remember the R. R. Certificates

REMEMBER that when you buy your ticket to Chicago, whether you come from 1,000 miles away or 25, be sure to ask for the Railroad Convention Certificate.

Two hundred and fifty Railroad Certificates must be brought to Convention headquarters at the Drake Hotel or the half-fare back will not be obtainable. This would mean hundreds of dollars of loss to A. B. A. members.

The Convention attendance will be sufficient to reach the 250 mark, but rebates will not be given if people forget to ask for certificates. Many forgot last year and the situation was only saved by a narrow margin.

I. OTTENHEINER,  
*Committee on Railroad Certificates.*



GRADUATION GIFT POSTER IN BLACK AND WHITE JUST ISSUED BY THE NATIONAL ASSOCIATION OF BOOK PUBLISHERS

### Best French Juvenile

A PRIZE for the best French book for children published between January 1, 1924, and November 1, 1925, offered by the Comité Français de la Bibliothèque Moderne is stimulating interest in the production of good children's books which are so much needed in France.

Interest in children's literature is also shown by the constant use that is being made of the collection of English and American children's books at the Paris Library School. These books were chosen as a representative collection by the Children's Librarians Section of the American Library Association and presented to the School thru the courtesy of American publishers. A French collection has been started by gifts from a number of publishers of French children's books.

## 1924 Pulitzer Awards

*"So Big."* Edna Ferber. Doubleday.

*"Barrett Wendell and His Letters."* M. A. De Wolfe Howe. Atlantic.

*"The Man Who Died Twice."* Edward Arlington Robinson. Macmillan.

*"They Knew What They Wanted."* Sidney Howard. Doubleday.

*"A History of the American Frontier."* Frederick L. Paxson. Houghton.

**S**O BIG" is the winner of the Pulitzer prize for the best American novel of the year. Edna Ferber's best selling novel has thus received, not only the acclamation of the American reading public, but the added assurance from a distinguished committee, that her novel "best reflects the wholesome atmosphere of American life and the highest standard of American manners and manhood." The award carries a prize of \$1000. Since its appearance, a little over a year ago, "So Big" has had an overwhelming success. The critics pointed to its excellence and the people bought it, until it was the best selling book in America. It remained for almost a year at the top of the list of best selling fiction. The moving picture interests scenting its popular appeal purchased it for production and once more it scored success; its motion picture production, incidentally, aiding in the sale of the book. Miss Ferber became known first as a writer of excellent short stories, with the appearance of "Dawn O'Hara" in 1911. Since then her rise has been rapid. She is the author of "Fanny Herself" and "The Girls," both novels. Her most important volumes of short stories are "Gigolo" and "Half Portions." With George S. Kaufman she collaborated in writing a play from her short story "Old Man Minnick." This appeared with success on the stage as "Minnick."

M. A. DeWolfe Howe, whose "Barrett Wendell and His Letters" (Atlantic), received the \$1000 Pulitzer prize "for the best American biography teaching patriotic and unselfish services to the people" is not as popularly known as Miss Ferber. He is, however, well-known to readers of biography, as one of the distinguished exponents of that art. For many years he has been connected with the Atlantic Monthly Press, in an editorial capacity, and with the Harvard Alumni Bulletin and the Harvard Graduates' Magazine. Among his publications are "Boston, the Place and the People," "Life and Letters of George Bancroft," "Harmonies, a Book of Verse," "Memories of the Harvard Dead" in four volumes, "Memories of a Hostess" and "Phillips Brooks," in the series of *Beacon Biographies* of which he was the editor.

The poetry award of \$1000 has been given for a second time to Edwin Arlington Robinson, this time for his "The Man Who Died Twice" (Macmillan). Mr. Robinson won the Pulitzer Prize in 1921 for his "Collected Poems." He has been a poet of note for two decades and has received appreciative recognition of his art both in this country and in England. He is of the New England school of poets having been born in Maine in 1869, and is a graduate of Harvard University. He received the degree of Litt.D from Yale



EDWIN ARLINGTON ROBINSON

in 1922. Among his best known poetical works are "Capt. Craig," "Merlin," "Lancelot," "The Three Taverns" and "Roman Bartholow."

Sidney Coe Howard's "They Knew What They Wanted" (Doubleday) received the dramatic award of \$1000. This play produced by the Theater Guild has been one of the outstanding successes of the current New York theatrical season. Mr. Howard had made quite a reputation in the theater before the appearance of the Pulitzer Prize winner. Altho under thirty he is the author of "Swords," in which his wife Claire Eames played the leading rôle; the translator of Charles Vildrac's "S. S. Tenacity"; the adaptor of "Sancho Panza" and co-author with Edward Sheldon of "Bewitched." He is a journalist of note and is also the author of a volume of short stories "Three Flights Up" published by Scribner,

The \$2000 Pulitzer prize "for the best book of the year upon the history of the United States" was awarded to Dr. Frederick Logan Paxson for his "A History of the American Frontier" (Houghton). He is the author of a number of works dealing with American history including "The Independence of South American Republics," "The Last American Frontier," "The Civil War" and "The New Nation." He is professor of history in the University of Wisconsin, and has taught history in several other universities.

### Costly Leaks Stopped by Retail Shopping Service

THE fourteen questions printed below help to make up a service report used by the Retail Merchants' Bureau of the Detroit Board of Commerce. This is a non-profit making organization made up of retail merchants of the city, the object of which is to provide a continual shopping and checking service for the members. It has proved of great practical worth in improving the personnel, promoting better merchandising, and stopping leaks from small peculations, carelessness, etc., by employees. The service report, as is indicated, provides space for comment on such

points as the salesperson's approach, greeting, appearance, attention, language, salesmanship, practice, leavetaking, and the neatness of the department.

One store tabulated results of 150 service reports and gave a copy to each salesperson emphasizing the weak points brought out by the analysis and suggesting specific improvements. Before these were distributed only about one in twenty made a practice of companion sales—now four in five make an effort to plus every sale. Likewise a certain furniture store where the salesmen are on a commission basis found a tendency on the part of the salesmen to vary their manner and politeness according to whether the shopper was a large purchaser. The employees now have been instructed to be as uniformly gracious to a casual "looker" as to the largest buyer. About thirty members, many of whom operate chain stores in the city, making nearly 100 stores in all, now subscribe for the service, and others are asking for it from time to time.

### SERVICE REPORT

*How would you, Mr. Salesman, measure up on this shopper's examination?*

- 1 Was salesperson's approach prompt?  
If not, why?
- 2 What phrase did salesperson use on approach?
- 3 Was salesperson's appearance business-like?
- 4 Was salesperson courteous and attentive?
- 5 Did salesperson use good English?
- 6 Did salesperson offer any suggestions?
- 7 Was higher price merchandise shown or suggested?
- 8 Did salesperson have good knowledge of merchandise?
- 9 Was sale recorded before merchandise was delivered?
- 10 Any unnecessary delay during sale?
- 11 Did salesperson count back change?
- 12 Was parcel properly wrapped?
- 13 Was department clean and attractive?
- 14 Did salesperson say "Thank you"?

## The Capital Needed

### The First Question of the Prospective Bookseller

ONE of the first questions always asked by the person who intends to go into the book business is, "How much capital shall I need?" There are many conditions that have to be weighed before giving an answer. In an article in the current number of the *Retail Ledger* on "How Much Capital Do You Need?" John G. Shedd, chairman of Marshall Field & Company, gives some very good advice:

"Every store demands a definite amount of fixed capital. No part of it may be taken away without detriment to the business. I will call it 'working capital.' It is needed for three purposes: For carrying a stock of merchandise, for carrying charge accounts, and for fixtures. Most merchants rent their buildings; therefore, I suggest no fixed capital for building investment. The amount invested in fixtures varies with the taste of the merchant and the character of the town. There can be no fixed rule with regard to the amount.

"The length of credit time affects the amount of capital needed for merchandise. It varies from ten to sixty days. The average length of time granted him by manufacturers and wholesalers is called his average term of credit. Discounts are offered for prompt payment, and no merchant can afford to lose them. Even discounts of 2% are equivalent to interest at the rate of 12% per annum. The merchant should, therefore, have his business so capitalized that he will be able to save every discount.

"The amount of capital for merchandise depends on the volume of business and the manner in which the store is operated. In order to arrive at the necessary amount of working capital, it is necessary to know the amount of sales, the average stock of merchandise carried, the average term of credit, the cost of doing business and the average amount of book accounts. For instance, a man has a business of \$160,000 and carries a stock of \$50,000. Let us consider that the average term of credit is

forty-five days or one-eighth of a year and he usually sells \$20,000 worth of merchandise in one-eighth of a year; his expenses are 25% of his sales, and \$15,000 would represent the amount of credit employed. He may also find that he has constantly on his books \$8,000 worth of money owed him from purchasers and that his fixtures are worth \$7,000. This would mean that he had on one side of the ledger \$50,000 worth of merchandise, \$8,000 worth of money owed and \$7,000 worth of fixtures, a total of \$65,000, while he has \$50,000 of his own money, and money that he owes to people from whom he is buying amounting to \$15,000.

"As his sales are heavier at one time of the year than another, if he wants to discount his bills the year round, he must borrow capital at the dull season. He should never go to the bank to borrow any part of his working capital. It is unsafe for him to borrow working capital and unsafe for a bank to lend it. A merchant who permits his indebtedness to become more than 50% of his assets is liable not only to lose all of his own capital but to cause his creditors to lose part of their claims. A merchant sometimes starts out with sufficient capital for his requirements, and in the process of time he becomes lax in his methods and his vanity permits his fixture account to become too large. Thru neglect he permits both his stock of merchandise and his outstanding accounts to become much larger than they should be. His expense account also increases thru lack of attention. Thus he gradually passes from a successful to an unsuccessful merchant. Every business requires a definite amount of capital, and it is harmful to use more or less than this amount. Whenever a business has produced more capital than is needed, the extra capital should be drawn out and invested elsewhere. A merchant should not borrow any part of his working capital. His borrowing should be confined to short loans used for the purpose of saving discounts."

# Business, Rare and Children's Books

## Trio of Specialties Treated in Bookselling Course

THE eighth lecture of the Course in Retail Bookselling at City College, New York, was unique in that the period was divided into three parts, each part being used by a different lecturer.

Sarah Ball, formerly of the Newark Public Library and now manager of the Wall Street Bookshop of Doubleday, Page, spoke on business books, noting the first business books published in 1726 by Daniel DeFoe—"The Complete English Tradesman." She commented on the various publishers of business books, including Appleton, Shaw, Ronald Press, McGraw Hill, Prentice-Hall, Macmillan, Harper, Lippincott, Doran, Doubleday, Scribner, Houghton, Dutton, Harvard, Princeton and other University Presses. It is impossible to know off-hand all of the business books published but filed catalogs from the various publishers are a constant source of information to fall back on. Then there are "The New Guide to Reference Books," (A. L. A.) "2400 Business Books," "Mailing List Directory." It is well to know the specialists in the field of business books. Mr. Smitley of the Dixie Business Book Shop is very good about giving information; also, the public libraries with their Library of Congress Catalog and the Municipal Reference Library.

Miss Ball finished with the names of dealers in odd items, which, at one time or another, some one is sure to ask for—Hammond and Rand-McNally for maps, Abrams and H. W. Wilson for old magazines, Steiger's and Stechert's for dictionaries of foreign languages, and for government publications, the Supt. of Documents, Washington, D. C.

Byrne Hackett, of the Brick Row Bookshops, as the second speaker of the evening, took up the subject of rare books. "Yes-



terday's books," said Mr. Hackett, "bring rare book prices today. The whole thing is to be up on what books are in demand as rare items and to know the prices they are bringing." This can be done thru the "Books Wanted" column of the *Publishers' Weekly*, catalogs of coming sales and bibliographies. The "American Book Prices Current" also gives the auction record of any book which has sold for more than \$2.50.

Mr. Hackett said he had many times picked from the shelves of a shop, book after book which had advanced to the point of being rare and which the bookseller, because of his ignorance, was allowing to slip thru his fingers at a fraction of what he could and should demand for it.

Miss Cutter of the Children's Bookshop, New York, as the last speaker of the evening, gave some very interesting ideas about selling children's books. Miss Cutter said in part—"It's the easiest thing in the world to sell children's books, because people don't know anything about them. However, you're selling to the child, not directly but thru a medium and you must please the medium and ultimately, the child."

"Schools are combating recreative reading while under the impression that they are stimulating it," said Miss Cutter and went on to give her ideas of what children would like to read and should read, her effort being to get away from pedagogy, from didactic books.

Handlers of children's books must know lots of books, not only what's between the covers but why the books are in the shop. Children's book stock is always good, and there need be no fear of having too much. Animal books especially are in demand and "before-school-age" books, such as the Volland and Gabriel rag books.

**Convention of the  
American Booksellers' Association  
Drake Hotel  
May 11-14**

**MONDAY, MAY 11**

2:00 P. M. Convention called to order  
Formal Address of Welcome—Mayor Wm. Dever

2:15 P. M. Welcome to Literary Chicago—Carl J. Rodin  
Chicago Public Library

2:35 P. M. President's Address—Walter McKee

2:45 P. M. Treasurer's Report—John Kidd

2:50 P. M. Secretary's Report—Belle M. Walker

3:00 P. M. Report of Entertainment Committee—Brent Vaughan

3:10 P. M. Report of Program Committee—Mrs. Josephine Greene

3:20 P. M. Report of Membership Committee—Stanley Remington

3:30 P. M. Report of Board of Trade—Cedric Crowell

3:40 P. M. Report of Year Round Bookselling Committee of National Association of Book Publishers—Marion Humble

3:50 P. M. Introduction of the Executive Secretary for the American Booksellers' Association

4:00 P. M. Awarding of Prizes in More and Better Bookselling Contest

**MONDAY EVENING**

Get-Together Dinner at Drake Hotel. Dancing

**TUESDAY, MAY 12**

9:00 to 9:55 Round Table Discussion—Gen. Chairman, Marion Humble  
Selling Children's Books—Chairman, Mrs. Addie McCullough  
College Bookstores—Chairman, Fred H. Tracht  
Book Service—Chairman, Will Solle  
Publicity and Advertising—Joseph Mills

10:00 A. M. Bookseller's Message from Great Britain and Ireland—Basil Blackwell, Oxford, England

10:30 A. M. Selling of Rare Books in a Department Store—Leonard H. Wells, Power Mercantile Co., Minneapolis, Minn.

11:00 A. M. Book Promotion Thru Advertising—Joseph Mills, J. L. Hudson Company, Detroit, Michigan

11:20 A. M. Discussions

11:30 A. M. From a Literary Editor's Desk—Harry Hansen, Editor of Book Page, Chicago *Daily News*; Book Review Editor of *Harper's Magazine*

11:50 A. M. Convention Announcements

**TUESDAY AFTERNOON**

1:00 P. M. Luncheon at Swift Plant—Tour of Plant. Sightseeing in Chicago

**TUESDAY EVENING**  
**Theater Party given by Chicago Publishers**

**WEDNESDAY, MAY 13**

9:00 to 9:55 Round Table Discussions  
 Selling Children's Books (Continued)  
 College Bookstores (Continued)  
 Book Service (Continued)

10:00 A. M. Selling Literature to Three Million Women—Mrs. L. A. Miller,  
 Chairman, Division of Lit., Gen. Federation of Women's Clubs

10:30 A. M. Merchandising Thru the Bookshop Window—Alfred LaBelle,  
 Macaulay Brothers, Detroit, Michigan

10:50 A. M. Discussions

11:00 A. M. Making a Flank Attack on the Public—Esther Gould, Esther  
 Gould's Book Corner, Riverside, Illinois

11:20 A. M. Problems of the Western Book Store—Mrs. J. T. Watson, Duluth,  
 Minnesota

11:40 A. M. Discussions

**WEDNESDAY AFTERNOON**

2:00 P. M. Creating More Book Readers Thru Gen. Advertising—David C.  
 Thomas, Vice-President Hoops Advertising Co.

2:30 P. M. Discussions

2:40 P. M. Definite Book Sales Thru Advertising

3:00 P. M. Discussions

3:10 P. M. Statistical Characteristics of Book Store Sales—Dr. A. C. Littleton,  
 University of Illinois

3:40 P. M. Reception to Midland Authors

**WEDNESDAY EVENING**

"Chez Pierre"—Entertainment—Supper. Dancing—at 9 P. M. sharp

**THURSDAY, MAY 14**

9:00 to 9:55 Reports of Round Table Chairmen

10:00 A. M. Executive Session

10:20 A. M. Reports of Resolution, Auditing and Nominating Committees

10:40 A. M. Adoption of Resolutions

11:00 A. M. Reading of Communications

11:20 A. M. Election of Officers

11:40 A. M. Honorary Fellowships

**THURSDAY AFTERNOON**

3:00 P. M. Mrs. Marcella Burns Hahner extends an invitation to all the women  
 visitors to have tea in the Wedgewood Room and tour thru the  
 store of Marshall Field and Company.

Meeting of Board of Trade  
 Meeting of New Executive Committee

**THURSDAY EVENING**

Banquet and Ball at Hotel Drake

## New Color Print Process

THE officials of Smithsonian Institution gave a demonstration of a new and perfected process of color printing at the press of William E. Rudge in Mount Vernon, N. Y. on April 25th. It was said by those present that the reproduction by this new process cannot be distinguished from the original. The printing is done on rough surface rag paper. The process is an adaption of the three-color process, and special waterproof inks are used. The printing is done while the paper is still damp.

## Viewpoints in Modern Drama

THE valuable series of annotated bibliographies edited by Josephine Adams Rathbone, director of the Library School of Pratt Institute, and published by the American Library Association, has been extended by the publishing of "Viewpoints in Modern Drama" by Francis K. W. Drury, assistant librarian of Brown University. A characteristic of these lists is that the books are arranged in groups according to their essential interest—character studies, romantic plays, folk dramas, feminism, labor and capital, politics, etc. The volume also contains a list of the best collections of plays, which shows what each one of these useful volumes contains in the way of play material, and there is a list of the best books on the modern drama, arranged by subject, such as "Community Theater," "Amateur Play Production," "Modern American Drama," "Costume Plays," "Out-door Plays," "Dramatic Criticism," etc.

From the American Library Association, also, comes the new volume on "County Library Service" by Harriet C. Long. This field of development in book distribution is one of the most important to the country, and is being watched with interest by every one who is connected with the use and distribution of reading matter. The chapters take up the whole subject of legislation, county survey, organization, promotion, shipping, selection of material, etc. Any bookseller who may be considering the question of automobile selling of books will want to study the data given as to the equipment of automobiles for book transport.

## International Book Fair at Florence

"WHAT promises to be the most important international collection of books ever brought together for exhibition purposes (with the possible exception of the Leipzig Book Fair of 1914) is to be shown this spring in Florence, where the *Fiera Internazionale del Libro* is to be opened by the King of Italy towards the end of April," says the *London Times*. "For a long time the question of an official British exhibit hung in the balance, for it was known that owing to their high price, artificially enhanced by the exchange, the sale of English books on the Continent had been negligible since the war; it was, therefore, difficult to argue that English publishers would be recouped by largely increased sales for the certain expenses of the exhibition. They did not, in fact, regard the Fair as a business enterprise. The Italians were so anxious to secure British participation that they had reserved, by an act of faith, one of the best rooms in the permanent Exhibition Palace.

"In the end all parties cooperated happily towards the right solution. The Publishers' Association (with £250) agreed with the Department of Overseas Trade (with £500) to share the cost of the exhibit and to recommend the matter officially to British publishers. The Florentine Committee was notified that the fine room in the Palace would be taken for Great Britain. It has been fitted and furnished with book-shelves after the manner of a college library, and already nearly 10,000 volumes have been sent by the publishers. These will be arranged partly as exhibits of individual firms and partly as classified exhibits of books on certain subjects, amongst which some very fine technical books will be included. In the center will be a number of glass cases containing specimens of particularly fine printing, both historical and modern, and the whole will be in charge of an Englishman whose business it will be to explain the exhibit.

"Meanwhile the Italians, anxious to show their appreciation, have reserved for Great Britain the first of a series of celebrations which will be held by the various nations concerned in May."

## Books in Bermuda

By John A. Holden

BERMUDA, that delightful coral island in the Mid-Atlantic, is a tight little British Colony where they drive to the left and walk to the right, where they welcome the tourist and sell him everything from English doeskin by the yard to Canadian matches by the box—everything excepting auto-tires and building lots; no tires, because gas-wagons are not allowed and no land, because—well, because Americans are frankly unwelcome as prospective home owners.

One might imagine that this, the oldest of British Colonies, with an historical background of three hundred years, would have long since developed a marked book-loving spirit; that a quiet community, such as this, many members of which can boast of notable lineages, would be keen for good literature and be able to support half a dozen bookshops. As a matter of fact they don't and can't!

The sale of books in Bermuda is chiefly to the tourists. One bookseller frankly admitted that 80% of his sales was to Americans. His stock purchases figure 60% imported from New York and 40% from London. Another dealer estimates his imports at 50-50, his difference being accounted for in the fact that he has the schoolbook trade of the Island with little or no competition. While there is an ad valorum duty of 10% and an additional surtax of 1% on the general run of imports, there is no duty on books from either America or England.

Publishers' retail prices generally are advanced 25% and in some instances the increase is 50%. For instance "Arrowsmith" sells at \$2.50 and Nuttall's Dictionary, retailing at ten shillings in England, is priced in Hamilton at fifteen shillings. This increase is justified by the fact that the bookseller, having only a limited trade, orders almost exclusively from the jobbers and therefore at minimum discounts, and carriage charges are very high.

The native Bermudian reads mainly

popular fiction, the "Shilling Shocker" being always in active demand. The proportion of sales between "fiction" and "general literature" is said to be 75% of the former to 25% of the latter. There is a fairly active demand for Bibles, Prayer Books and Hymn Books, but practically no sale for technical or higher educational books as there are no colleges on the Island.

In Hamilton, the only town of selling importance, there are two bookstores, but, like many of our American small town shops, they are really stationery and magazine stores in which books play a rather small part in the total sales. The oldest bookshop is "S. Nelmes," founded seventy years ago by the father of two brothers the present proprietors, who are now well along in years. On the corner diagonally opposite is The Book Shop, owned by T. McKay Doe and managed by P. W. Feakins. There are also small stocks of popular fiction at the Phoenix Drug Store and at the Arcade Furniture Co.

In St. George, the oldest town, as well as the first capital of the Bermudas, and the only other concentrated township, books are stocked to a very limited extent at Higinbothom's Drug Store.

Mr. Feakins of The Book Shop in Hamilton is eager to build a larger business in books of the better kind and hopes soon to be in a position to go forward with his laudable ambition.

For book borrowers there is the "Library of Bermuda," the only public one on the Island, but not altogether "free." There are also two circulating libraries, the best one at Nelmes' bookshop, the other, of small importance, at Chesley White's furniture store. The membership fee at the public library is twenty shillings a year and at the circulating libraries the charge is ten shillings and six-pence per annum, or one and three pence by the month, while single books are rented at three pence per week.

The proportion of visitors to Bermuda is estimated at twelve Americans to two

Canadians and English. At this rate one can readily imagine how very small the book business would be if it were not for the Yankee tourist.

If it were not for the tourist trade, admitted a leading merchant, one fair-sized draper's shop would be sufficient to care for the needs of the natives. As it is there now flourish a dozen or more very attractive dry-goods and sports shops for the

sale of men and women's wear and at least two dozen gift and jewelry shops not to mention the many orderly looking places for the sale of bottle goods.

After all let it be born in mind that the entire native population of the Bermudas is only 25,000 and as two-thirds of the inhabitants are negroes it is not difficult to account for the small part played by books in the selling statistics of the Island.

## Popular Books on Health

Compiled by the National Health Library for the National Health Council

370 Seventh Avenue, New York City

Revised March, 1925.

Armstrong, D. B. "Community Health: How to Obtain and Preserve It." *Funk (National Health Series)*, 1924. \$30

Baker, S. J. "Healthy Babies." *Little, Brown*, 1923. \$1.25

Baker, S. J. "Healthy Children." *Little, Brown*, 1923. \$1.25

Baker, S. J. "Healthy Mothers." *Little, Brown*, 1923. \$1.25

Beers, C. W. "A Mind that Found Itself." *Doubleday*, 1923. \$1.90

Bigelow, M. A. "Adolescence: Educational and Hygienic Problems." *Funk (National Health Series)*, 1924. \$30

Bolt, R. A. "The Baby's Health." *Funk (National Health Series)*, 1924. \$30

Broadhurst, Jean. "Home and Community Hygiene." *Lippincott*, 1923. \$2.50

Brown, Lawrason. "Rules for Recovery from Pulmonary Tuberculosis." *Lea & Febiger*, 1923. 4th ed. \$1.50

Cabot, R. C. "A Layman's Handbook of Medicine." *Houghton*, 1916. \$3.00

Clark, W. I. "Health Service in Industry." *Macmillan*, 1922. \$2.00

Delano, J. A. "American Red Cross Textbook on Home Hygiene and Care of the Sick." *P. Blakiston's Son & Co.*, 1918. \$1.25

De Normandie, R. L. "The Expectant Mother: Care of Her Health." *Funk (National Health Series)*, 1924. \$30

Fisher, Irving and Fisk, E. L. "How to Live." *Funk*, 1922. \$1.50

Frankel, Lee K. "Health of the Worker: How to Safeguard It." *Funk (National Health Series)*, 1924. \$30

Galloway, T. W. "Love and Marriage: Normal Sex Relations." *Funk (National Health Series)*, 1924. \$30

Gardner, M. S. "Public Health Nursing." *Macmillan*, 1918. \$2.50

Gillett, Lucy H. "Food for Health's Sake. What to Eat." *Funk (National Health Series)*, 1924. \$30

Hart, T. Stuart. "Taking Care of Your Heart." *Funk (National Health Series)*, 1924. \$30

Hill, H. W. "The New Public Health." *Macmillan*, 1916. \$1.50

Hoag, E. B. and Terman, L. M. "Health Work in the Schools." *Houghton*, 1914. \$2.25

Holt, L. E. "Food, Health and Growth." *Macmillan*, 1922. \$1.50

Howell, W. H. "The Human Machine: How the Body Functions." *Funk (National Health Series)*, 1924. \$.30

Jackson, J. A. and Salisbury, H. M. "Outwitting Our Nerves." *Century*, 1921. \$2.50

Jacobs, P. P. "The Tuberculosis Worker." *Williams and Wilkins*, 1923. \$3.00

Lucas, W. P. "The Health of the Runabout Child." *Macmillan*, 1923. \$1.75

March, N. H. "Towards Racial Health." *Dutton*, 1919. \$2.50

McLaughlin, A. J. "Personal Hygiene: the Rules for Right Living." *Funk (National Health Series)*, 1924. \$.30

Meanes, Lenna L. "Exercises for Health." *Funk (National Health Series)*, 1924. \$.30

Miller, H. C. "The New Psychology and the Parent." *Seltzer*, 1923. \$1.75

Moore, H. H. "Public Health in the United States." *Harper*, 1923. \$4.00

Noyes, Clara D. "Home Care of the Sick." *Funk (National Health Series)*, 1924. \$.30

Pratt, G. K. and Williams, F. E. "Your Mind and You: Mental Health." *Funk (National Health Series)*, 1924. \$.30

Royden, A. M. "Sex and Commonsense." *Putnam*, 1922. \$2.50

Sedgwick, W. T. "Principles of Sanitary Science and the Public Health." *Macmillan*, 1918. \$3.25

Shaw, Henry L. K. "The Young Child's Health." *Funk (National Health Series)*, 1924. \$.30

Snow, W. F. "Venereal Diseases: Their Medical Nursing and Community Aspects." *Funk (National Health Series)*, 1924. \$.30

Stokes, J. H. "The Third Great Plague." *Saunders*, 1917. \$2.50

Tobey, J. A. "The Quest for Health. Where It Is and Who Can Help Secure It." *Funk (National Health Series)*, 1924. \$.30

Trudeau, E. L. "An Autobiography." *Doubleday*, 1919. \$4.00

Van Blarcom, C. C. "Getting Ready to be a Mother." *Macmillan*, 1922. \$1.50

Walsh, J. J. "Cures: the Story of the Cures that Fail." *Appleton*, 1923. \$2.00

White, W. A. "Principles of Mental Hygiene." *Macmillan*, 1917. \$2.75

Williams, J. F. "Personal Hygiene Applied." *Saunders*, 1925. \$2.50

Williams, Linsly R. "Tuberculosis: Nature, Treatment and Prevention." *Funk (National Health Series)*, 1924. \$.30

Winslow, C. E. A. "Man and the Microbe: How Communicable Diseases are Controlled." *Funk (National Health Series)*, 1924. \$.30

Women's Foundation for Health. "A Hand Book on Positive Health." *American Medical Association*, 1923. \$1.25

Wood, B. M. "Foods of the Foreign-Born in Relation to Health." *Barrows*, 1922. \$1.25

Wood, F. C. "Cancer: Nature, Diagnosis, and Cure." *Funk (National Health Series)*, 1924. \$.30

Wood, T. D. "The Child in School: Care of Its Health." *Funk (National Health Series)*, 1924. \$.30

## The Book Hunter

### What He Was Asking for in April

THE list printed below is compiled from the "Books Wanted" department of the *Publishers' Weekly* for April; for sake of comparison it is suggested that the April 4th issue of the *Weekly* be consulted, as it lists the authors most in demand during March.

	Separate Titles Wanted	All Firsts Wanted
H. L. Mencken .....	17	1
Mark Twain .....	14	
Louise Imogen Guiney ..	12	1
Lafcadio Hearn .....	11	1
Charles Dickens .....	10	1
Frank Harris .....	9	2
Joseph Conrad .....	9	2
Edna Millay .....	9	1
James Huneker .....	8	2
R. L. Stevenson .....	8	2
Theodore Roosevelt ....	8	1
Henry James .....	8	1
H. G. Wells .....	8	
Lewis Carroll .....	6	
J. B. Cabell .....	5	1
Joseph Hergesheimer ...	5	
William Beebe .....	5	
Edward A. Robinson ...	5	
James Joyce .....	5	
Henry Thoreau .....	4	
James Stephens .....	4	1
Eugene O'Neill .....	3	1
Herman Melville .....	3	1

## Canadian Booksellers' Convention

AT the Canadian Booksellers' and Stationers' Convention, to be held June 9-11, in Ottawa, at the Chateau Laurier, William Tyrrell of Toronto, first vice president of the association, and Harry Burton will address the meeting the first night. Mr. Tyrrell will speak on "Co-operation and Price Maintenance" and Mr. Burton will speak on "Joys of Bookselling for Pleasure and Profit." On Tuesday night there will be an "At Home" under the auspices of the Canadian Authors' Association. On Wednesday, Frederick G. Melcher, representing the *Publishers' Weekly* and the National Association of Book Publishers, will address the convention. Miss Tremeer, the manager of the Association of Canadian Bookmen, will also address the convention.

## Title Protection

THE Federal Trade Commission, in a case before it in March, has held that motion picture concerns, when they re-issue old films, must use the old titles or use the old titles in connection with the new titles, each to be given equal prominence. The case came up in connection with a Douglas Fairbanks film. When the popularity of "The Three Musketeers" was at its height, a New York firm issued an old Fairbanks film entitled "D'Artagnan" under the name of "The Three Musketeers," therefore misleading the public.

## Communications

### OUR APOLOGIES TO MR. ORINGER

Borough Hall Book Shoppe,  
337 Adams St.,

Brooklyn, N. Y., April 16, 1925.  
Editor, *Publishers' Weekly*:

In your issue of April 11 you published a letter from The Alcove Book Shop which contains statements that are unfair to me and not in accordance with the facts. I am enclosing copy of letter to the Alcove Book Shop which in justice to me you should likewise publish.

SAMUEL ORINGER.

The Alcove Book Shop,  
San Diego, Cal

Dear Sir:

Referring to your letter of March 11, 1925, printed in the *Publishers' Weekly*, you claim you sent me a check for a copy of "Science and Health" which check you say I did not deposit or return. The fact is I promptly advised you that the book had been sold, advised you as to what I had in stock and returned you the check. Since then you have under date of March 31st, 1925, purchased three copies of Health and Science which I quoted you in returning your check; your check for purchase of March 31, was deposited by me. Since you wrote the *Publishers' Weekly* on this subject and the letter has been published I am sending a copy of this to the *Publishers' Weekly* with a request to publish same.

SAMUEL ORINGER.

## Obituary

### FRANK BATTERTON OF SAN DIEGO

FRANK BATTERTON for the last eight years the proprietor of Batterton's Bookstore in San Diego, died April 7th at the age of 68. Mr. Batterton purchased in 1917 the stock of the New Era Bookstore which at that time was comparatively small. Since 1917 Mr. Batterton was very successful in increasing the stock and business of his shop which is known as one of the best new and old bookshops on the Pacific Coast.

### FRANK H. MARLING

FRANK H. MARLING, son of the late Rev. Francis H. Marling, D.D., and a Canadian by birth, died at his home at Mount Vernon, N. Y., on April 26, after a long illness, in the sixty-seventh year of his age. Mr. Marling had been associated with Charles Scribner's Sons for nearly fifty years, having entered their employ in 1875, and had occupied a responsible position in the importation department, and for a time, during the illness of Mr. Bangs, represented the house in London. Thru his long experience he had acquired exceptional knowledge of the importing business and of the distinguishing characteristics of the various English publishing houses, as well as of the market in this country for imported books. Of the highest character, he was respected and liked by all with whom he came in contact, and he will be long remembered by the older members of the trade.

## Personal Notes

MAURICE DIAMOND, of T. Werner Laurie, Ltd., of London sailed for New York on April 25th on S. S. "Republic," arriving May 5th, and will be at "The Murray Hill Hotel," Park Avenue, New York. He will also represent during his visit, Hutchinson, Duckworth, Herbert Jenkins, Chatto & Windus, B. T. Batsford and other publishers, and would be pleased to receive the names of technical publishers who are interested in English editions of books of a technical nature.

## Changes in Price

### B. W. HUEBSCH, INC.

The price of "The Laxdaela Saga," translated by Thorstein Veblen (Huebsch) is now announced as \$2.50, tho listed in advance of publication at \$3.00. At the same time a map has been added as an end-paper, and jacket and cover designs by C. B. Falls.

### HARPER AND BROTHERS

Greek Literature in Translation, by Howe and Harrer; Roman Literature in Translation, from \$4.00 to \$3.50.

## Business Notes

CHICAGO, ILL.—The Order of Bookfellows has moved from 4917 Blackstone Avenue to 1217 East 53rd Street.

EAST HAMPTON, L. I.—The Village Bookstall, a summer bookshop, will open here in June. It is to be under the direction of Marion Bacon of Vassar Co-operative Bookshop, Vassar College, Poughkeepsie, New York.

MIAMI, FLA.—The E. B. Douglas Co. has disposed of its business to Wm. Burdine's Sons.

NEW YORK CITY.—The Paget Literary Agency has moved from 62 West 47th Street to 71 West 45th Street.

NEW YORK CITY.—The Odd Book Plan formerly located at 17 W. 42nd Street is now located at 114 Fourth Ave.

NEW YORK CITY.—The Marcus Book Store, 48 Vesey St., after May 1st, will be located at 82-84 Fulton St. All English and American dealers and publishers are requested to send their catalogs regularly.

NEW YORK CITY.—Hunter College, 68th and Park Ave., has established a rental library. It was formed by the Student Self Government Association under the direction of Juliette Schon, Pauline Swerling and Stella Elishow.

NEW YORK CITY.—Thoms & Eron, now at 34 Barclay Street, have taken the premises at 89 Chamber Street, just west of Broadway, where they will occupy the ground floor and have an attractive basement shop. It is interesting to note that the new shop is only a few doors from the site of the old Leggat bookstore in which Frank Thoms made his start thirty years ago.

SOUTH MANCHESTER, CONN.—Chapman's Book Shop at 515 Main Street is closing out its business May 1st.

# The Weekly Record of New Publications

**T**HIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo; 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.*

## Adair, Cecil

Dawn island. 256p. D [n. d.] N. Y., Greenberg \$2  
An English author's first appearance in America is marked by a love story with a wholesome outlook upon life.

## Aiken, Conrad Potter

Bring! bring! and other stories. 240p. D '25 c. '22-'25 N. Y., Liveright \$2.50  
A book of American short stories.

## Allen, Rev. E. Fletcher

Who's who in the Bible. 201p. D c. N. Y., Putnam \$2  
A collection of brief biographies of people who figure more or less prominently in the Bible.

## Amoss, Harold Lindsay

A textbook of chemistry and chemical uran-analysis for nurses; 3rd ed., rev. 248p. il. D (Nurses' text bk. set.) '25 Phil., Lea & Febiger \$2.25

## Angus, S., D.D.

The mystery-religions and Christianity; a study in the religious background of early Christianity. 373p. (36p. bibl.) O '25 N. Y., Scribner \$3.50

The ultimate triumph of Christianity over its rivals, the religions of symbolism, myth and allegory.

## Aristotle

The works of Aristotle; tr. into English; ed. by W. D. Ross; v. 11, Rhetorica, De rhetorica Alexandrum, De poetica. 360p. O '24 N. Y., Oxford \$5

## Arnold, Matthew, and Wordsworth, William

Arnold's essay on Wordsworth, with selections from the poems of Wordsworth; ed. by Benjamin R. Ward. 200p. (3p. bibl.) il. S [c. '25] Bost., Ginn 56c.

## Austin, Mary Hunter [Mrs. Stafford W. Austin]

Everyman's genius. 365p. (7p. bibl.) D [c. '23-'25] Indianapolis, Bobbs-Merrill \$2.50

The author believes every man has genius, and she tells where to look for it and how to make the most of it.

**Automobile blue books, 1925; 4 v. various p. maps O '25 Chic., Automobile Blue Bks., 523 Plymouth Ct. \$3 ea.**

Volume 2, which was published in February, covers the middle Atlantic and southeastern states; the other volumes, published in April are: volume 1, New York and New England; volume 3, Middle West; volume 4, Western and Transcontinental.

## Babbitt, Harold E.

Sewerage and sewage treatment; 2nd ed. rev. 531p. diagrs. O '25 N. Y., Wiley \$5

## Baldwin, William Edward, ed.

The civil practice manual of Ohio. 650p. O '25 c. '24 Cleveland, Baldwin Law Pub. Co. fab. \$12.50

## Bancroft, Rev. Emery H., comp.

Christian theology, systematic and Biblical. 379p. (1p. bibl.) O [c. '25] Bible School Park, N. Y., Echoes Pub. Co. \$3

## Banta, Nathaniel Moore, ed.

Autumn and winter festivals; a collection of plays, drills, dialogues, exercises, carnivals, festivals, pageants, songs, quotations, stories, readings and recitations for autumn and winter holidays. 168p. S '24 c. Chic., A. Flanagan pap. 40c.

## Bartley, Nalbro Isadorah

Up and coming. 364p. D (Copyright fiction) '25 c. '23 N. Y., Burt 75c.

## Bennet, Robert Ames

The two-gun man. 348p. D (Copyright fiction) '25 c. '24 N. Y., Burt 75c.

## Best, Nolan Rice

Two Y men. 138p. front. (pors.) D c. N. Y., Assn. Press \$1.25

A story of the partnership of David A. Sinclair and Edwin L. Shuey who as secretary and lay-worker labored together in the upbuilding of the Y. M. C. A. of Dayton, Ohio.

**Advancing the science of chemistry.** 36p. front. diagrs. O '25 Balt., Johns Hopkins Half-Century Committee pap. apply

## Ass'n of Railway Executives

Railroad operation under the Transportation act. 15p. O '24 Wash., D. C., Author apply

## Bindloss, Harold

The bush rancher. 316p. D (Copyright fiction) '25 N. Y., Burt 75c.

## Boggs, Nolan

Boggs' manual; a practice manual of Ohio criminal law and procedure. 350p. D '25 Indianapolis, Bobbs-Merrill fab. \$7.50

Book of diversion, The; compiled by Franklin P. Adams, Deems Taylor, Jack Bechdolt; aided and abetted by Helen Rowland and Mabel Claire. 286p. D c. N. Y., Greenberg \$2.50

Just what its name indicates—an entertaining book with which to while away an idle hour or so. Contains selections of verse and song, hints for the motorist and camper, games and puzzles, three-minute plays, and a section devoted to cooking.

## Branson, William H.

Missionary adventures in Africa. 255p. il. map D [c. '25] Wash., D. C., Review & Herald Pub. Assn., Takoma Park \$1.50

## Brooks, Earle Amos

A handbook of the outdoors. 238p. (4p. bibl.) front. D [c. '25] N. Y., Doran \$2

Expert guidance in the use of outdoor activities for the training of youth.

Buddhist birth-stories (Jataka tales), the commentarial introd., entitled Niclana-Katha; tr. by T. W. Rhys Davids; new rev. ed. by Mrs. Rhys Davids. 256p. (10p. bibl.) D (Broadway translations) [n. d.] N. Y., Dut-ton \$3

## Bullen, Frank Thomas

The cruise of the Cachalot. 399p. il. (col.) map D c. N. Y., Appleton \$2

A new edition illustrated in color by Henry Reuterdahl and Anton Otto Fischer, marine artists.

## Byers, R. P.

Transcendental values. 69p. D [c. '25] Bost., Badger bds. \$1.75

## Calderón de la Barca, Pedro

La cena de Baltasar. 63p. nar. S (Cambridge plain texts) '25 N. Y., Macmillan limp cl. 50c.

## Caldwell, Otis William, and Meier, W. H. D.

Open doors to science. 343p. il. (pt. col.) diagrs. D [c. '25] Bost., Ginn 96c.

A book of everyday, practical lessons in science for children.

## Chandlery, J.

Pilgrim walks in Rome; a guide to the holy places in the city and its vicinity; 4th ed.; preface by Rev. John Girard. 540p. il. maps diagrs. O '25 St. Louis, Mo., B. Herder \$3

## Chatterton, Eyre, D.D., Bp. of Nagpur

A history of the church of England in India since the early days of the East India Company. 377p. il. O '24 N. Y., Macmillan \$5

## Buell, Raymond Leslie

Problems of the Pacific; a brief bibliography. 34p. D (World Peace Found. pamphlets, v. 8, no. 1) '25 Bost., World Peace Foundation pap. 5c.

## Bur. of Business Research

The statistical characteristics of book store sales.

## Cheney, Ralph Holt

Coffee; a monograph of the economic species of the genus *Coffea* L. 261p. (bibls.) il. maps. diagrs. O c. N. Y., N. Y. Univ. Press \$4.50

## Christie, O. F., ed.

Johnson the essayist; his opinions on men, morals, and manners; a study. 285p. (bibl. footnotes) O [n. d.] N. Y., Doran \$4

A volume largely made up of selections from "The Rambler" and "The Idler."

## Codd, M. A.

Electric wiring diagrams for motor vehicles. 151p. diagrs. O '25 N. Y., Spon & Chamberlain \$1.25

## Collier, William Miller

Collier on bankruptcy; 1 v. ed., rev. and enl. 13th ed. 2436p. '25 Albany, N. Y., M. Bender \$20

## Crossen, Harry Sturgeon, M.D.

Operative gynecology; 3rd ed. 677p. il. diagrs. O '25, c. '15-'25 St. Louis, Mo., C. V. Mosby \$12.50

## Crothers, Rachel

A little journey; a comedy in three acts. various p. D (Standard lib. ed.) c. '23 N. Y., S. French pap. 75c.

39 East; a comedy in three acts. various p. D (Baker's royalty plays) c. '19-'25 Bost., W. H. Baker pap. 75c.

## Curtis, Carlton C.

A guide to the trees. 208p. il. D c. N. Y., Greenberg fab. \$1.50

The author is professor of botany at Columbia University.

## Cushing, Luther Stearns

Manual of parliamentary practice; rev. by Paul E. Lowe. 318p. T c. '25 Phil., McKay 75c.

## Cuthrell, Faith Baldwin [Mrs. Hugh Hamlin Cuthrell]

Those difficult years. 349p. D [c. '25] Bost., Small, Maynard \$2

A human interest story telling of "those difficult years" that come to an average young couple after the honeymoon period is over and they have settled down to humdrum everyday existence in a small town.

## Dell, Ethel May [Mrs. G. T. Savage]

The passer-by, and other stories. 348p. D '25 c. '23-'25 N. Y., Putnam \$2

Besides the title story, the volume contains four stories—Tommy-Rot, The Tenth Point, The Lucky Number, and The Money Monster.

## Dow, Dorothy

Will-o'-the-wisp [verse]. 93p. D [c. '25] N. Y., Liveright \$1.75

31p. diagrs. O (Bull. no. 7) '25 Urbana, Univ. of Ill. pap. gratis

## Crocker, Courtenay, comp.

Chart of the League of Nations and of the Permanent Court of International Justice. (World Peace Found., suppl. to year bk., v. 8) '25 Bost., World Peace Foundation pap. apply

**Drinkwater, John**

The muse in council. 313p. O c. Bost., Houghton bds. \$2.50  
Discussions on the theory of poetry and the practice of several poets, both classic and modern.

**Drury, Francis Keese Wynkoop**

Viewpoints in modern drama. 119p. O (Viewpoint ser.) '25 Chic., Amer. Lib. Assn. \$1.25; pap., 75c.

Over three hundred modern plays arranged in lists according to their essential themes.

**Du Mont, J.**

The elements of chess. 168p. diagrs. O [n. d.] N. Y., Harcourt \$3.25  
A book by an internationally famous expert for those just learning the game of chess.

**Dunnack, Henry Ernest**

Maine forts. 252p. il. maps O '24 Augusta, Me., Press of Chas. E. Nash & Son fab. \$2

**Dutcher, George Matthew**

The political awakening of the East. 372p. O (Bennett Foundation lectures, Wesleyan Univ., 5th ser.) [c. '25] N. Y., Abingdon \$2  
Studies of political progress in Egypt, India, China, Japan, and the Philippines.

**Duvernois, Henri, and others**

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A doctor, who has discovered a method of prolonging life, and one of his patients, a girl, decide to become the arbiters of life and death for those about them.

**Elson, William Harris, and Kelly, Edna F.**  
Child-library readers, bk. 3. 320p. il. (col.) D (Elson extension ser.) [c. '24] Chic., Scott, Foresman 76c.

**Fabre, Jean Henri Casimir**

The heavens; tr. by Dr. E. E. Fournier d'Albe. 352p. il. diagrs. O n. d.] Phil., Lippincott \$5

A book on astronomy intended for the untrained mind. Fabre begins his subject at the very beginning and builds his teaching entirely on common, everyday observation.

**Fayette, Mme. de La**

The Princess of Cleves; tr. by H. Ashton. 289p. D (Broadway translations) [n. d.] N. Y., Dutton \$3

**Fernald, James Champlin**

The desk standard dictionary of the English language; new ed., rev. by Frank H. Vizetelly. 302p. il. diagrs. O '25 c. '15-'25 N. Y., Funk & Wagnalls \$2-\$6

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Plum blossoms, and other plays for intermediate or older junior groups. 59p. il. S [c. '25] N. Y., Abingdon pap. 35c.

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The associate authors are Raymond Brownlee and D. Lee Baker. All three authors are teachers in Stuyvesant High School, New York City.

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An eight days' retreat for religious; 3rd ed., enl. 461p. O '25 St. Louis, Mo., B. Herder \$1.75

**Geering, Thomas**

Our Sussex parish; introd. by Arthur Beckett. 271p. il. D '25 Bost., Houghton bds. \$3

A collection of essays and sketches describing a small English market town in the Victorian era as seen by a native villager.

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The philosophy of St. Thomas Aquinas; tr. from 3rd rev. ed. of "Le Thomisme" by Edward Bullough; ed. by Rev. G. A. Elrington. 303p. front. O '25 St. Louis, Mo., B. Herder \$2.25

Great university memorials, with a reference to the plans for the development of the University of Chicago. 29p. il. diagr. Q '25 [Chic.], Univ. of Chic. Press bds. \$3 Pictorial representation of a number of beautiful buildings, a record of the way in which many wealthy men and women have chosen to perpetuate their names for posterity, and a story of the service that they have thus rendered to education.

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Alpine flora, for tourists and amateur botanists; tr. by E. S. Barton; new ed. 135p. il. (col.) D '25 N. Y., Longmans \$4.50

## Horton, Robert J.

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Household refrigeration. 328p. il., diagrs. O [c. '24] Chic., Nickerson & Collins Co., 5707 W. Lake St. \$3.50; lea., \$4.50

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The light of the ages; a study of the advance of spiritual ideas, in the course of which Christian Science has appeared. 521p. (2p. bibl.) il. D c. Bost., Zion Research Foundation, 60 Leicester St. \$2.50

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The painting trade handbook. 165p. il., diagrs. S [c. '25] Phil., McKay \$1.50

## Kenyon, Herbert Alden

Spanish commercial correspondence, with exercises, notes and vocabulary; 2nd ed. rev. 156p. S '24 c. '07, '24 Ann Arbor., Mich., Geo. Wahr. 90c.

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Quaker contributions to education in North Carolina. 351p. (12p. bibl.) O '25 Phil., Westbrook Pub. Co., 1217 Market St. \$2.50

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Statistical tables for students in education and psychology. 79p. O [c. '25] Chic., Univ. of Chic. Press fab. \$1.70

## [Inquiry Commission on the Church]

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Another "Gray Phantom" mystery story in which the action moves briskly from an island in Lake Sebago, Maine, to a house of sinister atmosphere in New York.

**León, Luis Ponce de**

Poesias originales. 68p. nar. S (Cambridge plain texts) '25 N. Y., Macmillan  
limp cl. 50c.

**Levitas, Arnold**

Editorial English. 322p. il. O '24 c. N. Y., Roy Press, 63 Beekman St. \$2.50

A manual for printers, proofreaders, editorial workers and people who are engaged in literary pursuits. [Listed in the April 11 issue, giving William Hildebrand of Jersey City as the distributor in small quantities.]

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Meditations and readings for every day in the year, v. 1, pt. 2; ed. by John Bapt. Coyle. 404p. O '25 St. Louis, Mo., B. Herder \$1.60

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Seeing America for Christ; a program book prepared for use in the junior department of the daily vocation Bible schools; ed. by John T. Faris, D.D. 186p. (bibls.) il., diagrs. O c. Phil., Bd. of Christian Educ. of Presby. Church \$1.75

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**McCrae, Annabella**

Procedures in nursing; preliminary and advanced; pt. II. various p. il., diagrs. D c. Bost., M. Barrows \$1.50

The author is instructor in practical nursing at the Massachusetts General Hospital Training School for Nurses, Boston.

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The heart of the gospel; introd. by Bp. Thomas B. Strong. 188p. D ['25] N. Y., Macmillan \$2

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Normandy. 157p. maps S (The blue guides) '25 N. Y., Macmillan limp. cl. \$3

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The adventures of Nelia, who being of the younger generation, picks the man she wants and straightway kidnaps him.

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Structural metallography; an illustrated text with laboratory directions for students. 218p. (5p. bibl.) il. diagrs. O '24 c. Easton, Pa., Chemical Pub. Co. \$5

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Taber genealogy; descendants of Thomas, son of Philip Taber. 530p. il. O '24 New Bedford, Mass., Vining Press \$5

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Engineering geology; 3rd ed. rev. 715p. diagrs. O '25 N. Y., Wiley \$5

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## Old and Rare Books

Edited by Frederick M. Hopkins



**B**Y a literary plebiscite in England the twelve most popular authors have been chosen. Kipling stands first, Thomas Hardy second.

**A.** J. HOPPE, associate editor of *The Bookman's Journal* of London, is engaged in compiling a bibliography of the writings of Samuel Butler, and is said to have discovered particulars relating to some fifty first and rare editions. The bibliography will contain a series of hitherto unpublished letters. Some which are of bibliographical interest will be reproduced in facsimile.

**P**ART I of the historical library of the late Edwin O. Wood of Flint, Mich., comprising books on early exploration, American travel and adventure, the North American Indians, local history, maps, early newspapers, and historical material relating to the Northwest Territory, will be sold at the Anderson Galleries May 12. This collection contains Americana much in demand by collectors and libraries.

**T**HE George Barr McCutcheon sale of first editions of Thomas Hardy, Rudyard Kipling and Robert Louis Stevenson held at the American Galleries April 20 and 21 was one of the most important sales of the season. The 806 lots brought \$63,900 and many new high records were made. A selection of the most significant lots of each author with prices realized will appear next week.

**S**ELECTIONS from the library of the late Carlotta Russell Lowell, the remaining portion of the library of the late Dudley Tenney, and the collection of Louise Van Dyke of Grosse Point, Mich., will be sold at the American Art Galleries, May 4 and 5. These collections include rare first editions, inscribed and presentation copies, original manuscripts and autograph letters, a fine series of books designed by Bruce Rogers, a fine copy of the first issue of the first edition of Lowell's "Commemoration Ode," an unpublished letter of Edgar Allan Poe, a set of *The Germ*, Rossetti's magazine, in the original parts, and a first edition of Thackeray's "Vanity Fair," in the original parts.

**F**IRST editions of modern American and English authors, inscribed and presentation copies, bibliography and desirable miscellaneous books, from the libraries of the late Henry Cole Quinby of this city, and Elizabeth B. Stansfield of Springfield, Ill., with additions, will be sold at the Anderson Galleries May 4 and 5. The rarer lots include such material as original drawings of Aubrey Beardsley, first editions and inscribed copies by Samuel Butler, an inscribed copy of Drinkwater's "Lincoln," a sumptuously illustrated "Life of Garrick," first editions of Kipling and Stevenson, his manuscript of "My First Book—Treasure Island," and an intimate presentation copy of his "A Child's Garden of Verses."

SOME very good prices were realized at the sale of selections from the library of Dr. George C. F. Williams of Hartford, Conn., April 23 and 24 at the American Art Galleries. A first edition of Hawthorne's "Fanshawe," brought the record price of \$2,050. A first edition of Dickens' "A Tale of Two Cities," in the seven original parts, blue pictorial wrappers, sold for \$460. A set of the Pickering Aldine edition of the British Poets, 53 vols., fetched \$425. A collected set of the first editions of Scott's Waverley Novels, 74 vols., brought \$900. A copy of Edmund Waller's "Poems," 1772, first edition, Beverly Chew copy, sold for \$230. The total proceeds for the 460 lots was \$14,717.

THE first edition of Hawthorne's "Fanshawe," original boards, paper label, uncut, catalogued as a "superlative copy," brought \$2,050 at the Williams sale at the American Art Galleries last week. This identical copy sold for \$660 in the Herschel V. Jones sale, January 29, 1919. In the Wakeman sale, a year ago, when Hawthorne collectors were out in full force and paying good prices, a copy of "Fanshawe," described as "one of the very finest (if not the finest) copies in existence" brought \$1,025—just one-half of what the Williams copy brought. This is a record price for this rarity and is a straw that shows which way the wind is blowing. Many collectors are taking advantage of the low prices which American first editions have been bringing, and, when the rarer items come up in the auction room, prices soar.

MASSACHUSETTS public libraries are taking advantage of the general interest in Paul Revere's ride, the Battles of Lexington and Concord, and other stirring events of 150 years ago, and are making some very interesting exhibitions of historical material. The Boston Public Library has an extensive exhibition of rare and valuable material, and the libraries of Lexington and Concord are using their resources to interest visitors. The Chapin Library of Williams College is having an exhibition commemorative of the Battles of Lexington and Concord, which includes prints, broadsides, sermons, poems, con-

temporary histories, printed in London, Paris and Nuremberg, as well as in this country, together with other important material. It is reported that the public is showing a great deal of interest in these exhibitions.

A COLLECTION of English and French books, standard sets of modern authors, extra-illustrated works of eighteenth century French books with superb engravings, English first editions of the sixteenth to the nineteenth century, including the libraries of the late Mrs. Robert Stewart, a New York gentleman, and the remaining portion of the library of the Rev. Paul F. McAlenney, will be sold at the American Art Galleries May 7 and 8. The rarer lots include a copy of the Kilmarnock Burns, an extraordinary letter of Andrew Jackson in which he refers to his loss of memory and the use of his faculties, first editions of Milton, interesting Napoleonana, books from the library of Percy Bysshe Shelley with autograph annotations, and early first editions and presentation copies of Tennyson's poems.

COMMENTING on a statement in the *London Times* that Walt Whitman is little read in America, Raymond D. Havens makes the following brief survey of literature about Whitman within the last few years. "New editions of his work appeared in 1921, 1922, and 1924. The 'Reader's Guide to Periodical Literature' lists thirty-four articles on him in American magazines for the years 1919, 1920, and 1921, and the 'International Index to Periodicals,' adds eight more for the same period." Mr. Havens adds further: "As to influence, the great vogue of free verse, the popularity of 'The Spoon River Anthology,' and the nature of the pieces submitted for the poetry prizes offered annually by the *New York Nation* and the Southern Methodist University would indicate that Whitman has affected to no small degree the subject-matter, style and language of American verse."

### Catalogs Received

Books on American biography and travel, big game hunting and western history, drama, birds, etc., including an interesting collection of political campaign ballots and other interesting items. (No. 957; Items 420.) C. F. Libbie & Co., 3 Hamilton Place, Boston, Mass.

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## The Weekly Book Exchange

### Books Wanted and For Sale

*Under Books Wanted (for the trade only) subscribers are charged 15c a line (no charge for address); all other classified ads, 20c for each line. Classified ads. set in box or double leaded, 40c a line. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.*

*Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.*

*In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.*

## BOOKS WANTED

**Adairs Bkstores, 1715 Champa, Denver, Colo.**  
 Roosevelt, vol. 2 African Game Trails, of the 2 vol. edition pub. by Scribner's in 1910.  
 Bartlett, History of Wyo., vol. 1.

**Albany Public Library, Albany, N. Y.**  
 Davis, W. S., Friend of Caesar, Macmillan.  
 Gosse, Life and Letters of John Donne, Dodd.  
 Colby, Constrained Attitudes, Dodd.  
 Colby, Imaginary Obligations, Dodd.  
 Lowndes, The End of the Honeymoon, Scribner.  
 Lowndes, The Chink in the Armour, Scribner.

**Aladdin Bk. & Brass Shop, 205 Trumbull St., Hartford, Conn.**

Review Copies Latest Fiction.

**Aldine Circulating Lib., 2019 Broadway, New York**  
 Huneker, Painted Veils.

**Allan, care of Publishers' Weekly**  
 Publishers' Weekly of Nov. 31, 1923; Dec. 15, 1923; Jan. 26, 1924; Mar. 15, 1924; Jan. 3, 1924; Jan. 24, 1924. Will pay 15 cents each.

**Frederick G. Allen, 78 Genesee St., Auburn, N. Y.**  
 Gale, When I Was a Little Girl, Macmillan.  
 Bangs, Andiron Tales, Winston.  
 Lang, Story of Joan of Arc, Dutton.  
 Brooks, Wonder Stories from the Mabinogion, Penn.

**Amer. Bapt. Pub. Socy., 1107 McGee St., Kansas City, Mo.**

Spurgeon's Expository Encyclopedia, 20 large vols., pub. Presby. Board of Publication.  
 The Four Faces and Other Sermons, P. H. Henson.  
 Delitzsch's Commentary on Isaiah, third edition.  
 Lectures to My Students, Spurgeon, 2 vols.  
 Ecce Venit, Gordon.  
 The Second Coming of Christ, by Dr. Monroe.  
 Talmage's Sermons, complete set.  
 Hastings' Great Texts of the Bible, 21 vols.  
 Spurgeon's Memorial Library Sermons, 21 vols.

**Amer. Bapt. Pub. Socy., 223 Church St., Toronto, Ont.**  
 The Inner Circle, by E. DeWitt Jones.  
 The Wisdom of God's Fools, by E. DeWitt Jones.

**Amer. Library Service, 500 Fifth Ave., New York**  
 Barstow, Methodist Trails in African Jungles.  
 Droege, Yards and Terminals and Their Operation.  
 Leon, A Son of the Hidalgos.

Letters to G. G.  
 Dimock, Book of the Tarpon.  
 Shorey, Plato and Religious Problems of Today.

**Amer. News Co., 131 Varick St., New York**  
 Foreign Rights and Interests in China, by Wilmoughby, John Hopkins, 3 copies.

**Amer. Sunday-School Union, 1816 Chestnut Street, Philadelphia, Pa.**  
 Power of the Spirit, Law, 6 copies.

**W. H. Andre, 607 Kittredge Bldg., Denver, Colorado**  
 Twenty volume set of Immortals, full leather.  
 Large type, limited edition, Dickens.  
 Little, Brown's Booklovers Edition Plutarch, ten volumes.  
 Nicolay & Hay, Lincoln, ten volumes.  
 Houghton Mifflin, large paper, Longfellow.  
 Houghton Mifflin, large paper, Emerson.  
 Menzie's History of Religion.  
 Die Religion des Buddha, by Koppne.  
 Tiele's Elements of Science of Religion.

**Arkansas Bk. Exch., 105 Main St., Little Rock, Ark.**  
 Mosaicism, by Von Shaser Mosaic.  
 Ships That Pass in the Night.  
 Shields, Life of Prentiss.  
 Prentiss, Sargent Smith, anything by.  
 Pools Index Periodical Literature, abridged.  
 Ray and Lucas, Religious Discussion.  
 Martin's Hist. La. 1827 or 1882.  
 A Soul in Silhouette, Purinton.  
 Arkansas, anything on.

**A. S. Arnold, Metuchen, N. J.**  
 Books on Ancient Egypt, Hieroglyphs, Arts, etc.

**Atlantic Mo. Bk. Shop, 8 Arlington St., Boston**  
 Child, A Scholar's Letters to a Young Lady.

**Wm. Ballantyne & Sons, 1409 F St., Wash., D. C.**  
 Parker, Mavourneen, a play.  
 O'Reilly, Heroic Spain.

**J. E. Banks, Ambridge, Pa.**  
 Encyclopedia Britannica.

## BOOKS WANTED—Continued

N. J. Bartlett & Co., 37 Cornhill, Boston  
Anything on Charades.

Batterton's Bk. Store, 939 6th St., San Diego, Calif.  
Buffalo Jones.  
Maspero, Fall of Empires, (sometimes called The Passing of the Empires).  
Mallet, Northern Antiquities.  
Squier, Serpent Symbols.  
Lundy, Monumental Christianity.  
Wilkinson, Manners and Customs of the Ancient Egyptians, 2nd series.  
Duruy, Part of vol. 1, and part 1 of vol. 2, blue cloth de luxe edition History of Rome.  
Hall, Aegean Archaeology; Ancient History of the Near East, 5th ed.  
Handcock, Mesopotamian Archeology.  
Loftus, Travels and Researches in Chaldea and Susiana.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York  
Schofield's General Telegraph A B C 5th Improved.  
Peterson, Banking, Sampler's Code.  
Western Union, Lieber 5-Letter Codes.  
Any American-Foreign Language Code.

Benziger Bros., 36 Barclay St., New York  
Doss, Thoughts and Counsels for Youths.

A. F. Bird, 22 Bedford St., Strand, London, W.C.2.  
Ten Days that Shook the World.

G. H. Bissinger, 31 W. 49th St., New York City  
1st English illustrated Jurgen.  
1st English edition Irish Fairy Tales, illustrated by Rackham.  
Any first editions illustrated by Maxfield Parrish.  
Any first editions of Marah Ellis Ryan. Please quote.

Board of Christian Education of the Presbyterian Church in the U. S. A., Chicago, Ill.  
Volume one Philosophia Ultima, Shields, Scribners, 1887.

Bd. of Christian Educ. of the Presby. Church, 278 Post St., San Francisco, California  
Queen Money, E. O. Kirk.

The Bobbs-Merrill Co., 185 Madison Ave., New York  
Red Blooded, by E. B. Bronson.  
Seven Keys to Baldpate, Biggers.  
The Nut Cracker, Isham.

The Bookery, 1522 Welton St., Denver, Colorado  
The Grey Man, S. R. Crockett.

The Bookshelf, 15 Garfield Pl., Cincinnati, O.  
Swinburne's Poems, complete and unexpurgated.  
Dialogues of Plato, 5 vol., Jowett, 3rd edition, or any.  
Great Divide, W. V. Moody, complete edition.  
Journal of Correspondence and Conversation Between Lord Byron and the Countess Blessington, 1851.  
The Renaissance, Gohineau.  
Mushrooms, by Hard.

The Bookshop, 212 W. Third St., Davenport, Iowa  
La Bas, Housman.  
Strange Schemes of Randolph, Mason.  
Idler in Spain, by J. Flitch, pub. McBride, Nast & Co.

The Book Shop, 219 N. Second St., Harrisburg, Pa.  
Seventeen, Booth Tarkington (red leather).  
Sense and Nonsense of Christian Science, Leon Prince.

The Book Shop, 216 Cherry St., Jamestown, N. Y.  
Boswell's Life of Johnson, pub. by Henry Holt & Co.  
His Own County, by Kester.

The Booke Shop, 4 Market Sq., Providence, R. I.  
Johnny Appleseed, Hutcheson.  
Jeanette Lee, Uncle William.

Brentano's Inc., 218 So. Wabash Ave., Chicago, Ill.  
Lincoln's First Love, Wright, McClurg.  
Overland Stage, Root & Connelly.  
Survey of Cornwall, Carew.  
Local History of Mass., Flagg.  
Legends of Woburn, vol. 2 only, Converse.  
Radisson's Voyages, Boston, 1885.  
Rose of the World, Castle.  
Movements in Plants and Animals, Loeb.  
Origin and Nature of the Emotions, Crile.  
The Kentuckians, Naylor.  
The Great Cryptogram, Donnelly.  
Piquet, Jones, C. S. Sons.  
Harmony of Colors, Chevreuil.  
French Home Cooking, Low.  
Earth Sculpture, Geikie.  
Drakes Voyages, Hakluyt Soc.  
From the Lakes to the Gulf, Wright, issued I. C. R. R., 1884.  
Col. Boernstein's Memoirs.  
Stepsons of France, Wren.  
Children of Men, Lessing.  
The Legality of the Trial of Jesus.  
The Illegality of the Trial of Jesus.

Brentano's, 5th Ave. and 27th St., N. Y. C.  
Dobson, Austin, Poems on Several Occasions, N. Y., 1889; 1891; The Sundial, illustrated by G. W. Edwards, N. Y., 1890; Ballad of Beau Brocade, N. Y., 1892; Ballad of Beau Brocade, large paper; The Story of Rosina, N. Y., 1895; Poems on Several Occasions, 2 vols., N. Y., 1895; Eighteenth Century Vignettes, N. Y., 1892-96; Eighteenth Century Vignettes, large paper; Horace Walpole, N. Y., 1890; Thomas Bewick, Boston, 1884; Thomas Bewick, large paper; Fielding, N. Y., 1883.  
Reed, Modern Eloquence.  
Hopkinson-Smith, Well-worn Roads of Spain, Holland and Italy.  
Kennedy, Margaret, Constant Nymph, London ed.  
Krouse, Out of Egypt; Chronicles of America, 50 vols.  
French Home Cooking, Bertha Lowe.  
Riding Recollections, Whyte Melville.  
Boston Cooking School Book, F. M. Farmer.  
Thru the South Seas with Jack London, Martin Johnson.  
West Coast Shells, (Keep?).  
Kinship of Nature, Bliss Carmen.  
The Anatomy of a Railroad Report and Ton Mile Cost, Thomas Woodlock.  
Clan McNeil of Scotland, Robt. Lister McNeil.  
L'Arlesienne, in English, Daudet.  
Variation on a Personal Theme, Sir Landon Ronald.  
Introduction to Infinite Series, R. F. Osgood.  
An Introduction to the Theory of Infinite Series, T. J. D'A. Bromwich.  
The Old Nest, Rupert Hughes.  
State Insurance, a Social and Industrial Need, Frank Wesley Lewis.  
Aristocrat of the Garden, Dr. Wilson.  
The Viking Blood, F. W. Wallace.  
Heart's Desire, Emerson Hough.  
Way to the West, Emerson Hough.  
Sage Brushes, Emerson Hough.  
Way of Man, Emerson Hough.  
Highways of the Alps, Freeston.  
Religions of India, Washburn.  
Wit and Wisdom of Chesterton.  
Memoirs of Eton and Etonians, A. Hublock.  
Naval Strategy, Mahan.  
The Grange, Henry Kingsley.  
Hornby Mills, Henry Kingsley.  
Harneys, Henry Kingsley.  
Silcote of the Silcotes, Henry Kingsley.  
Oakshott Castle, Henry Kingsley.  
Mlle. Mathilde, Henry Kingsley.  
Repudiation of State Debts, W. A. Scott.  
50 Hymnals of the Methodist Episcopal Church with Tunes, Nelson & Phillips.  
Poems About God, Ransom.  
My Lady Caprice, J. Farnol.  
Geste of Duke Jocelyn, J. Farnol.  
Cleopatra, Sardou.  
Poetry of Jesus, Edw. Markham.  
Experiments in Government and Essentials of the Constitution, Elihu Root.  
The Command is Forward, Alexander Woolcott.  
Hortus, Vital and Limbo, Vernon Lee.  
The Love of an Unknown Soldier, 2 copies.

## BOOKS WANTED—Continued

## Brentano's—Continued

My University Days, Maxim Gorky.  
 Heraldry Explained, Dodge.  
 Inside History of Carnegie Steel Corporation, 2 copies.  
 Children's Crusade, G. J. Gray.  
 Land That Was Desolate, Sir F. Treves.  
 Boston Days, Lillian Whiting.  
 Valley of Fear, A. Conan Doyle.  
 Poison Belt, A. Conan Doyle.  
 Round the Fire Stories, A. Conan Doyle.  
 Lost Galley, A. Conan Doyle.  
 Unile Bernac, A. Conan Doyle.  
 Morning with the Masters in Art, with 100 extra University prints.  
 Wanderings in Italy, Gabriel Faure.  
 Florence and Some Tuscan Cities, C. Goff.  
 Guide to Florence and Paris, Grant Allen.  
 Jettatura, Gautier.  
 La Hermana, Valdez.  
 De San Supicio, Valdez.  
 Transmission of Heat Through Cold Storage Insulation, C. P. Paulding.  
 Life of Col. David Fanning, ed. by A. W. Savary.  
 The Herzogenberg Correspondence, J. Brahms.  
 Story of the Palatine, 2 copies, S. H. Cobb.  
 Little Book of St. Anthony, pub. in Germany.  
 Principals of Ethics, vol. 2, H. Spencer.  
 Origin and History of the Name of Adams, Crescent Family Record.  
 Even as You and I, Bolton Hall.  
 Guide to Modern Cookery, Escoffere.  
 Index Fossils of North America, Grabeau.  
 My Garden Book, John Weathers.  
 The Free Life, Woodrow Wilson.  
 Divine Law of Cure, Warren G. Evans.  
 Home Life in Spain, Bensuran.  
 Dictionary of Needlework, Caulfields.  
 Spirit of Goethe Faust, Copeland.  
 History of Keat, Hasted.  
 The Secret of Women, Jerome.  
 The Next Generation, Rhodes.  
 Rural Denmark and Its Lessons, R. Haggard.  
 Trial and Impeachment, A. Jackson.  
 A. B. C. of Wall Street, 2 or 3 copies.

**The Brick Row Bk. Shop, Inc., 19 E. 47th St., N. Y.**  
 Esquemeling, Buccaneers of America, 1st ed., London, 1684-5.  
 Wilson, Ornithological Biography, 1st ed.

**Bridgman & Lyman, 108 Main St., Northampton, Mass.**

Todd's Students' Manual.  
 Flush Times in Alabama.  
 Beers, Atlas of Hampshire County.  
 Bonjour, Real Democracy in Operation.  
 Hearnshaw, Democracy at the Crossways.

**Brooklyn Mus. Lib., Eastern Parkway, Bklyn., N.Y.**  
 Wedgewood, Catalogue of Cameos, Medals, etc.  
 Shaw, Dresses and Decorations of the Middle Ages.  
 Crawford, Social Life in Old New England.

**Burrows Bros. Co., 633 Euclid Ave., Cleveland**  
 B. F. Fletcher's English Home, 1910.  
 Dante, 6 vols. leather, Temple Classics.  
 Watterson's Compromises of Life.  
 Burton's Anatomy Melancholy, old folio ed.  
 McGuffey, 1st, 2nd, 3d Readers, also Vails Hist. of Adams Chapters of Erie.  
 Emerson's Essays, 1st and 2nd ser., 1st ed. only.  
 Baron Munchausen, pub. Tegg, col. frontisp.  
 Cranes Black Riders; War is Kind.  
 The World Book Sets.  
 Guardia's Cuentos Ticos., Burrows Bros. (50 copies).  
 Art of Worldly Wisdom, Gracian.  
 Applied Sociology, 12 vols., 1914, San Francisco.  
 Leadbeater's Man Visible and Invisible.  
 Besant's Thought Power, Its Control and Culture.  
 Lecky's Hist. England, set.  
 H. Crabb Robinson's Diary.  
 Burnett's Thro One Administration, 1st. ed. only.  
 Silberrad, Una L., any vols.  
 Parkman, set.

**J. W. Cadby, 50 Grand St., Albany, N. Y.**  
 Social Economist and Gunton's Magazine, 1891 Mch., 1895 June, 1897 Apl., Sep.  
 New Mirror, 1843.  
 Potter's American Monthly.  
 Carey's American Museum.  
 Ladies' Repository, 1842-1844, 1847.

**Cadmus Bk. Shop, 312 West 34th St., New York**  
 New York Genealogical and Biographical Record, vols. 37, 38, 39.  
 Gideon Welles Diary, vol. 1.  
 McClung Western Adventure, imperfect, need pages 15 to 22, 1832 edition.  
 Memoirs Thomas Jefferson, 1809; vol. 1.  
 Hanna, Scotch Irish, vol. 1.  
 Weedon, Economic History N. E., vol. 1.  
 Memoirs John Sedgwick, 1903, vol. 1.  
 Elliott's Botany S. C., vol. 1.  
 Meig's Life Calhoun, vol. 1.  
 Warwick Woodlands, 1845 only, imperfect, need page 167.

**E. E. Calkins, 247 Park Ave., New York**  
 Deserts of Southern France, Baring Gould, Dodd, Mead, 1894, 2 vols.  
 Cevennes, Baring Gould, London.  
 Passes of the Pyrenees, Freeston, Scribners.  
 Across France in a Caravan, Bankes, Blackwood.  
 The Saone, Hamerton, 1887.  
 Journeys through France, H. A. Taine, Holt.  
 A Tour Through the Pyrenees, H. A. Taine, Holt.

**Campion & Co., 126 So. 16th St., Philadelphia**  
 Memoirs of My Dead Life, Moore, 1st edition.  
 Sill Genealogy.  
 Francis Parkman, any first editions.  
 Sharpless Genealogy.  
 Worrall Genealogy.  
 Story of France, by Watson.  
 Hearts and the Diamond; by Beaumont.

**Carleton College Library, Northfield, Minn.**  
 Schiaparelli, Entwurf einer Astronomischen Theorie der Sternschnuppen.

**Hoyt Case, 21 E. 61st St., New York**  
 Wanted at all times, but only in fine condition, first editions of the following: Beerbohm, Zuleika Dobson, Works, More, Yet Again. Cabell, Eagle's Shadow, Rivet in Grandfather's Neck. Conrad, Children of the Sea, American Typhoon, Galsworthy, Al Sinjohn items. Hawthorn, The Scarlet Letter, Poe, All Items. Stephens, Insurrections, The Crock of Gold. Twain, What is Man; The Jumping Frog. Wharton, Ethan Frome.

**C. N. Caspar Co., 454 E. Water St., Milwaukee, Wis.**  
 Wicksteed, Common Sense of Political Economy.  
 Von Wieser, Natural Value.  
 Winter, Private Thinker.  
 Ellbaugh, Western Annals.  
 Lewis & Clark, Expedition.  
 Abbott's Captain Kidd.  
 Wagner, Cooperage.

**Celebrated Authors Society, 723 7th Ave., New York**  
 Laura Jean Libbey and Maurice LeBlanc Stories.

**Central Book Co., 93 Nassau St., New York**  
 Wright, Enforcement of International Law Thru Municipal Law in U. S.

**G. M. Chandler, 75 E. Van Buren St., Chicago**  
 Bedford-McNeil, Mining and General Telegraphic Code, 1895 ed. only.  
 Hutchinson, Our Country Home.  
 Inman, Salt Lake Trail.  
 Kane, Wanderings of an Artist Among N. A. Indians.  
 Lakeside Classics, 1904-1905.  
 Library of Southern Literature.  
 Michaux & Nuttall, N. A. Sylva, 5 vols.  
 Moreing, New Genl. Mining and Tel. Code, 1903.  
 Stanley, Through the Dark Continent, 2 vols.  
 Stedman, Hist. of Amer. War, 2 vols., 1794.  
 Symonds Catholic Reaction, 2 vols., Holt, 1887.  
 Symonds, Italian Literature, 2 vols., London 1st ed., 1881.  
 Tuckerman, Artists of 19th Century.  
 Moody, The Great Divide.  
 Hearnes Journey, 4to, 1795.

## BOOKS WANTED—Continued

Chic. Med. Bk. Co., Congress & Honore Sts., Chic.  
Cutler, Dermatology.  
Vol. 12 Transactions of American Association of  
Genito-Urinary Surgeons.  
Williams, Luther Burbank, his Life and Work:  
Mcready, Treatise on Rupture.

## The Chicago Tribune Library, Chicago

Wright, Emily, From the Lakes to the Gulf, Chi-  
cago, R. R. Donnelly, 1884, issued by Illinois  
Central R. R. Co.

## City Hall Bk. Shop, 16 N. 12th Blvd., St. Louis

Used books on Freemasonry, prices reasonable.

## A. H. Clark Co., 4027 Prospect Ave., Cleveland, O.

Blair and Robertson, Philippine Islands, any vols.  
Hyne, Little Red Captain.  
Cohn, Science of Finance.  
Meyer, Kinetic Theory of Gases.  
Simpson, Peace River.  
Van Rensselaer, Early Amer. Bottles and Flasks.  
Hanna, Scotch Irish, 2 vols.  
Piatt, Memories of Men Who Saved Union.  
Humphreys, Book of Garden Architecture.

## The John Clark Co., 1783 E. 11th St., Cleveland, O.

Darwin, Journal of Researches into Natural History  
of Countries Visited During the Voyage of the  
Beagle.  
Embry, Early American Churches, 1914.  
Gentleman's Magazine, any run beginning with vol.  
224, 1868.  
Isham, History of American Painting, 1915.  
Turrell, Contemporary Spanish Dramatists, 1919.

## James H. Collins, 70 5th Ave., New York

Federal Reserve Bulletin, final ed., Wash., D. C.,

January, 1923.

## Columbia Univ. Lib., New York

Croiset, Abridged History of Greek Literature, Mac-  
millan, 1904.  
Howe, Muscles of the Eye, Putnam, 2 volumes.  
Lecky, William E. H., History of the Rise and In-  
fluence of the Spirit of Nationalism in Europe,  
London, Longmans, Green, 1910.

## Columbus Bk. Exch., 14 E. Chestnut St., Col., O.

History Tyron County, N. Y.  
National Geographic, 1900-1906.  
Austin Dobson Poems, 2 vols., Dodd, Mead.  
Pearson, Grammar of Science.  
Petronius and Johannes Secundus, Bohn Lib.

## Irving S. Colwell, 99 Genesee St., Auburn, N. Y.

Harvard Classic, 51 vols.  
English Catalogue Books 1922, Bowker.

## Cornell Co-op. Soc., Ithaca, N. Y.

McCabe, The Decay of the Church of Rome, Dutton.  
Morier-Hajji Baba, illustrated by Morier, pub. by  
Wills.

T. O. Cramer's Bk. Store, 1321 Grand Ave.,  
Kansas City, Mo.

Through the South Seas With Jack London, by  
Martin Johnson.

## Crist Bk. Shop, 381 Wabasha St., St. Paul, Minn.

Haynes, Religious Persecutions.  
Bradbury, W. B. The Shawm.

## Dauber &amp; Pine, 83 Fourth Ave., New York

Rooney, Irish Families.  
Sabine, American Loyalists.  
James, Henry, Life of Hawthorne, 1st edition.  
Beer, Thos., The Life of Stephen Crane.  
Barron, E. H., Biography of Lawrence Barrett;  
Viking; In Old New York; Marcel Levignet.  
English and American Dealers please quote on the  
following subjects: Fine and Applied Arts; An-  
thropology; Primitive Religions; Folklore; Philos-  
ophy; Theosophy; Occult Sciences. Good eds. of  
the Classes. Prompt cash for all items ordered.

Dennen's Bk. Shop, 37 E. Grand River Ave.,  
Detroit, Mich.

Tennyson Songs, pub. by Harper.  
Wells, Invisible Man.

## L. E. Dicke, 808 Washington St., Evanston, Ill.

Roosevelt, A. L. S.  
Wilson, A. L. S.  
Lincoln, A. L. S.  
Colored Plate Books.  
Baxter Prints.  
Le Blond Prints.  
Godey or Peterson.  
Old Colored Maps.  
Flower Books.  
Prints of All Kinds.

## Dixie Bus. Bk. Shop, 140 Greenwich St., New York

Men and Mysteries of Wall Street, Medberry.  
Mines and Copper H'dbook, vols. 1, 3, 4.  
Conflict of Laws, Bills and Notes, Lorenzen.  
Set, World Book.

## Geo. H. Doran Co., 244 Madison Ave., New York

Alarie; Keystone, Sylvanus Cobb, Jr.  
Doubleday, Page Bk. Shop, 38 Wall St., New York  
Henderson, Biography of George Bernard Shaw.  
Fisguill, Mazee, Venus of Cadiz.  
Montgomery Rollins, Convertible Securities.

## James F. Drake, 14 W. 40th St., New York

Alexeyeff & Mathews, General Principles Organic  
Syntheses.  
Atlantic Monthly, Nov., 1857-Oct., 1858, incl.  
Anderson, Marching Men, 1917, 1st ed.; Triumph of  
the Age, 1st ed.  
Beebe, Jungle Piece, 1st ed.  
Bierce, In the Midst of Life, 1st ed.  
Birschall, Songs of St. Bartholomew, 1909.  
Bunner, Woman of Honor, 1883, 1st ed.  
Burroughs, Bird and Bough, 1906, L. P., 1st ed.  
Any 1st eds. of James Branch Cabell.  
Clemens, Unexpected Acquaintance, 1904; What Is  
Man?, 1910, 1st ed.

Crane, Lanthorn Book, 1898, 1st ed.; The Last  
Words, 1902, 1st ed.; Members of the Society, 1895,  
1st ed.; Open Boat, 1898, 1st ed.

Feber, So Big, 1st ed.  
Guiney, Martyrs' Idyl, 1899, 1st ed.  
Hartley, Night Fears, 1st ed.  
Hassard, Poetry and Rot, 1st ed.

Hearn, Fantastics, 1914, 1st ed.; Stray Leaves from  
Strange Literature, 1884, 1st ed.

Jewett, Country of Pointed Firs, 1896, 1st ed.  
Machen, Glorious Mystery, 1st ed.

Macleod, Hour of Beauty, Mosher Old World Series,  
leather binding.

Marsden, Travels in Spain, 1909, 1st ed.  
Millan, God's Stepchildren, 1st ed.

Millay, Second April, 1921, 1st ed.  
Mitchell, Shakespeare for Community Plays.  
Any 1st eds. of Christopher Morley.

O'Neill, Complete Works, 2 vols., 1st ed.  
Parrish, Dream Coach, 1st ed.

Powys, Ebony and Ivory, 1st ed.  
Robinson, Torrent and Night Before, 1896, 1st ed.  
Shenton, Gray Beginning, 1924, 1st ed.

Any 1st eds. of J. B. Tabb.  
Wharton, Ethan Frome, 1911, 1st ed.  
Wilson, Division and Reunion, 1829-1889, 1st ed.

## Chas. H. Dressel, 552 Broad St., Newark, N. J.

Ziemssen, Cyclopedias of the Practice of Medicine,  
vols. on Nervous Diseases only.

Ditmar, The Reptile Book.

## E. P. Dutton &amp; Co., 681 Fifth Ave., New York

Aitken, Ballads of Gringo.  
Ade, Marsa Covington, Washington, 1918; Some  
Torch Bearers in Indiana, Indianapolis, 1917; The  
Humbler Poets, 2nd series, Chicago, 1911.  
Brostan, Sir Isumbra at the Ford.  
Bushnell, Sermons for the New Life.  
Bates, Incidents of Land and Water, 1857.  
Chapman, History of Wyoming.  
Cabell, Beyond Life; Certain Hour; Chivalry; Cords  
of Vanity; Domeni; Eagle's Shadow; From the  
Hidden Way; Line of Love; Rivet in Grand-  
father's Neck, 1st eds.

## BOOKS WANTED—Continued

**E. P. Dutton & Co.—Continued**

Du Cane, *Flowers and Gardens of Japan*.  
 Frye, P. H., *Literary Reviews and Criticisms*.  
 Gibbons, *Decline and Fall of the Roman Empire*, ed. de luxe or fine ed. with large print.  
 Gross, *Criminal Investigation*.  
 Hirsch, *Genius and Degeneration*.  
 Harvey, *History of Wyoming*.  
 History of the Naval War of 1812.  
 Kipling, *Rudyard*, as under, *Advice to the Hat*, Cambridge, Mass., 1893; *Courting of Dinah Shadd*, 2 vols., N. Y., 1890; *Life's Handicap*, McMillan Co., London and New York, 1891; *Ballads and Barrack Room Ballads*, New York, 1892; same, 1893; *Without Benefit of the Clergy*, New York, Doubleday, McClure Co., 1899; *Almanac of Twelve Sports*, Springfield, Mass., 1897, and London, William Heinemann, 1898; *Biographical and Bibliographical Notes Anent Kipling*, New York, 1899; *Kipling Ballad of the Clampherdons*, London, 1899, Novello and Co., Ltd.; *The Cruisers*, New York, Doubleday, McClure, 1899; *On the City Wall*, Philadelphia, 1899; *The Strange Ride of Morrowbie Jukes*, New York, 1899; *Railway Reform in Great Britain*, New York, Doubleday, Page, 1901; *Bridge Guard in the Karoo*, Doubleday, Page, 1901; *The Lesson*, Doubleday, Page, 1901; *The Reformer*, Doubleday, Page, 1901; *The Islanders*, Doubleday, Page, 1902; *Just So Song Book*, New York, 1903; *Below the Mill Dam*, N. Y., Doubleday, Page, 1902; *The Gypsy Trail*, Boston, Alfred Bartlett, 1904; *The Muse Among the Motors*, N. Y., Doubleday, Page Co., 1904; *Marching Orders*, London, 1904; *Collected Verse of Rudyard Kipling*, N. Y., 1907; *The Spies March*, Garden City, N. Y., 1911; *Lord Roberts' Broadside*, New York, 1914; *Address by Rudyard Kipling at the University College, Dundee*, Oct. 12, 1923; *The Michigan Twins*, broadside, N. Y., 1923.  
 Luzerne, Wilkes-Barre.  
 Masefield, *On the Spanish Main*.  
 Meader, *Reflections of Morning After*.  
 Montagu, *England to America*.  
 Miner's *History of Wyoming*.  
 Marshall, H., *William Tell and His Friends*.  
 Martindale, *Goddess of Ghosts*, 1st ed.  
 Proctor, *Watched by the Dead*.  
 Pike County Folks.  
 Peck's *History of Wyoming*.  
 Page, *Letters*, 1st ed.  
 Plato, *Dialogues complete*, Jowett.  
 Pearce, *History of Wyoming*.  
 Rideout, *Far Cry*.  
 Raymond, *Tell England*.  
 Roosevelt, *Autobiography*, 1st ed.; *The Great Adventure*, 1st ed.  
 Simpson, *Swamp Breath*.  
 St. Nicholas Mag., Mar., 1895.  
 Verrill, *The Book of the Sail Boat*.  
 Weeden, *Bandanna Ballads*.  
 Wyoming Historical Society, bound vols.  
 Wheeler, *Memoir and Reminiscences of Northern Carolinians*.  
 Yale Literary Magazine, May, 1896.

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**Farmington Bk. and Print Shop, Farmington, Conn.**  
 Benson, David Blaize. Boutet de Monvel, *La Civilite*, the translation. Blackwood, *Day and Night Stories*; *The Empty House*. Wilberforce, Arch., *Great Battles of All Nations*. Adams, Henry, *Democracy*, a Novel, Holt, 1902. Map of Fairyland, Griggs & Son, Lond., 3 copies.

**Philotheos K. Ferney, Fort Worth, Texas**  
 Architecture, Scribner's, October, 1917. Farrar Fenton Bible. Bailey's Encyclopedia of Horticulture. American Encyclopedia, full leather binding. Shakespeare, Julia Arthur ed., ed. by Henley, printed for Grant Richards, London, 1901, 20 vols., 4to, full blue levant, crimson doublures, ltd., 5 copies. Dealers, please quote us at all times any sets of standard authors, ltd. eds.

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 The Smart Set, October, 1920.

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 Sichel & Woodhouse, *The Oogley O. O.*, pub. Swan Sonnenschein & Co., London.  
 Forbes, *Elizabeth's Charm String*, pub. 1918, Little, Hart, *The Violin, Its Famous Makers and Their Imitators*, Scribner's.

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 Moore, Paul Elmer, *Plato and Platonism*.  
 Frank Moore Colby, *The Margin of Hesitation*.  
 Thomas Gray, *Letters*, ed. D. C. Torey, vol. 1, Bohn's Library.  
 Colby, *Constitutional Attitudes*.

**Hawaiian News & Thrum's, Ltd.**, P. O. Box 3256, Honolulu, P. I.

Flora Hawaiensis, Sinclair.  
 Birds of Hawaiian Is., Wilson & Evans.  
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 Legends of Hawaii, Kalakaua.  
 Polynesian Race, 3 vols., Fornander.

**Hazen's B'kstore**, 238 Main St., Middletown Conn.  
 Tennis Annual for 1921, pub. American Sports Pub. Co.  
 Red Eve, Haggard.

**Hochschild, Kohn & Co., Howard St., Baltimore, Md.**  
 Down My Street, C. C. Flather.  
 Modern Algebra, 4th ed., 1885, George Salmon.  
 Democracy at the Crossroads.  
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 Judicial Murder of M. E. Surratt, DeWitt.  
 Book on Real Laces, Goldenberg, pub.

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 Poems, John Shaw, Baltimore, 1810.  
 Horseshoe Robinson, Kennedy, 1896.

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Crane, *Night Riders and Other Lines*.  
 DeFoe, *Moll Flanders Unexpurgated*.

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Letters to My Son, Houghton Mifflin.  
 Lanciani, R., *Ruins and Excavations of Ancient Rome*, 1897.

Print Collectors Quarterly, vol. 7.  
 Madison Grant, *Passing of the Great Race*, 1st ed.

Moore, Marianne, *Observations*, 1st ed.

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Hastings, *Ency. of Religion and Ethics*, 12 vols.

Barbour, *Historical Collection of Connecticut*.

Journal of the Convention for Framing a Constitution of Government for the State of Mass. Bay, pub. Boston, 1832.

Cothren, *History of Ancient Woodbury, Conn.*, vols. 1 & 2, pub. 1854.

Rinehart, *Long Live the King*.

Vol. 3, Beveridge, *Life of John Marshall*, maroon binding.

Benson, David Blaxe.

Bailey, Roberta and Her Brothers.

Lincoln, Pretty Tory; Unwilling Maid.

Perry, Hone Benham.

Warner, *Library of the World's Best Literature*, 30 vols.

Buchan, *Moon Endureth; Path of the King*, 3; Prester John, 2.

Greene, *Burnham Breaker*.

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Tyler, *Literary History of the Amer. Revolution*, vol. 2.

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**International Press Clipping Service**, 552 First Ave., Quebec, Canada

DeBecker, *The Nightless City*, 1905.

**J. C. J., c/o Publishers' Weekly**

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 Austin's Jurisprudence, 2 vols., state ed.  
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 Substance and Show, Thomas Starr King, pub. some time ago by Houghton Mifflin.

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 Paris of the Novelist, Maurice.

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 French, Index to Diagnosis.  
 Chambers, Red Republic.

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 Carot and His Friends.  
 Jacob, Daffodils.  
 W. W. Storey, Graffiti d'Italia, 1 vol. ed.

**Rev. H. O. Ladd, 20 Park Drive, Brookline, Mass.**  
 The Story of New Mexico, 475pp., 8vo, H. O. Ladd, author, complete with index and map, D. Lothrop Company, Boston, pub. about 1891.

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 Great Religions of the World, pub. Harper.

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 Memories of Margaret Fuller, R. W. Emerson, 2 vol. ed., Tribune Assn., 1869.  
 R. B. Cunningham Graham, quote anything except recent American pubs.

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 Johansen, Determination of Rock Forming Minerals.  
 Walmsley, A B C of Photomicrography.  
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 Peer, Soiling, Enslage and Stable Construction.  
 Planck, Heat Radiation.  
 Chemical and Medical periodicals, sets and vols.  
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**Alfred Lorentz, Kurprinzstrasse 10, Leipzig, Germany**  
 Quarterly Journal of Experimental Physiology, vol. 13, 1922.  
 Rigveda, Sanhita, ed. Müller, 2 vols., 1890.  
 Psychological Review, set.

**Loring, Short & Harmon, 474 Congress St., Portland, Me.**  
 The Book of Today, Arthur Brisbane.  
 Photographic History of Civil War, 10 vols., Miller, Review of Reviews.

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 Biggers, Seven Keys to Baldpate.  
 Bingham, Heart of Thunder Mountain, 7 copies.  
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 Lewis, H. H., How Fortunes Are Made in Advertising.  
 Reymont, Autumn, 1st ed.  
 Rimmer, Dr., Art Anatomy.  
 Thayer, R., Robert Bacon.  
 Verne, Jules, Antarctic Mystery.  
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Piatt, Memories of the Men Who Saved the Union.  
Powers, Perry P., History of Northern Michigan.  
Sackett, Modern Battles of Trenton, vol. 1.  
Schoolcraft, The Indian in His Wigwam.  
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Kaledasa, Sakoontala, trans. Williams.  
Johnston, Grenfell and the Congo, 2 vols.  
Weeks, Congo Life and Jungle Stories.  
Zeller, Stoics, Epicureans and Sceptics, 1870.  
Hicks, Stoic and Epicurean, 1910.  
Watson, Hedonistic Theories, 1887.

Frances Brett Young, 1st eds.  
Vol. 5, Wilson, History of American People, of 5 vol. set.  
Huneker, Painted Veils.  
E. C. Wickham, Horace for English Readers, Oxford.  
Illus. London News, Easter, 1925.  
Illustrated Truth, Easter, 1925.

**Normandie Book Co.**, Morristown, N. J.

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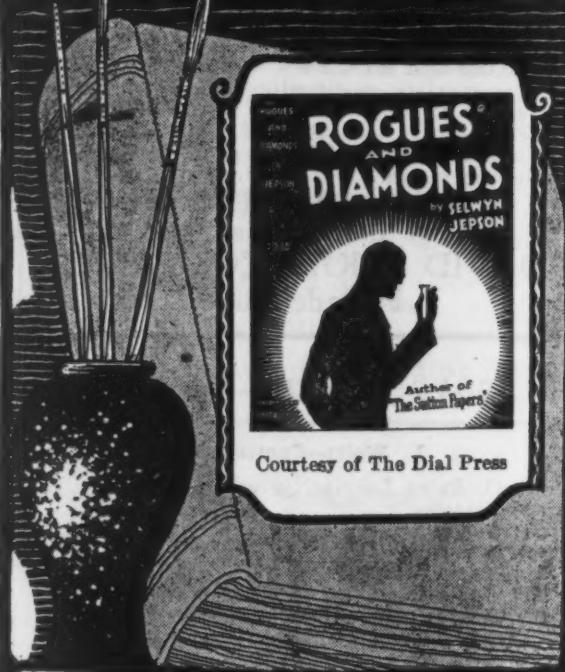
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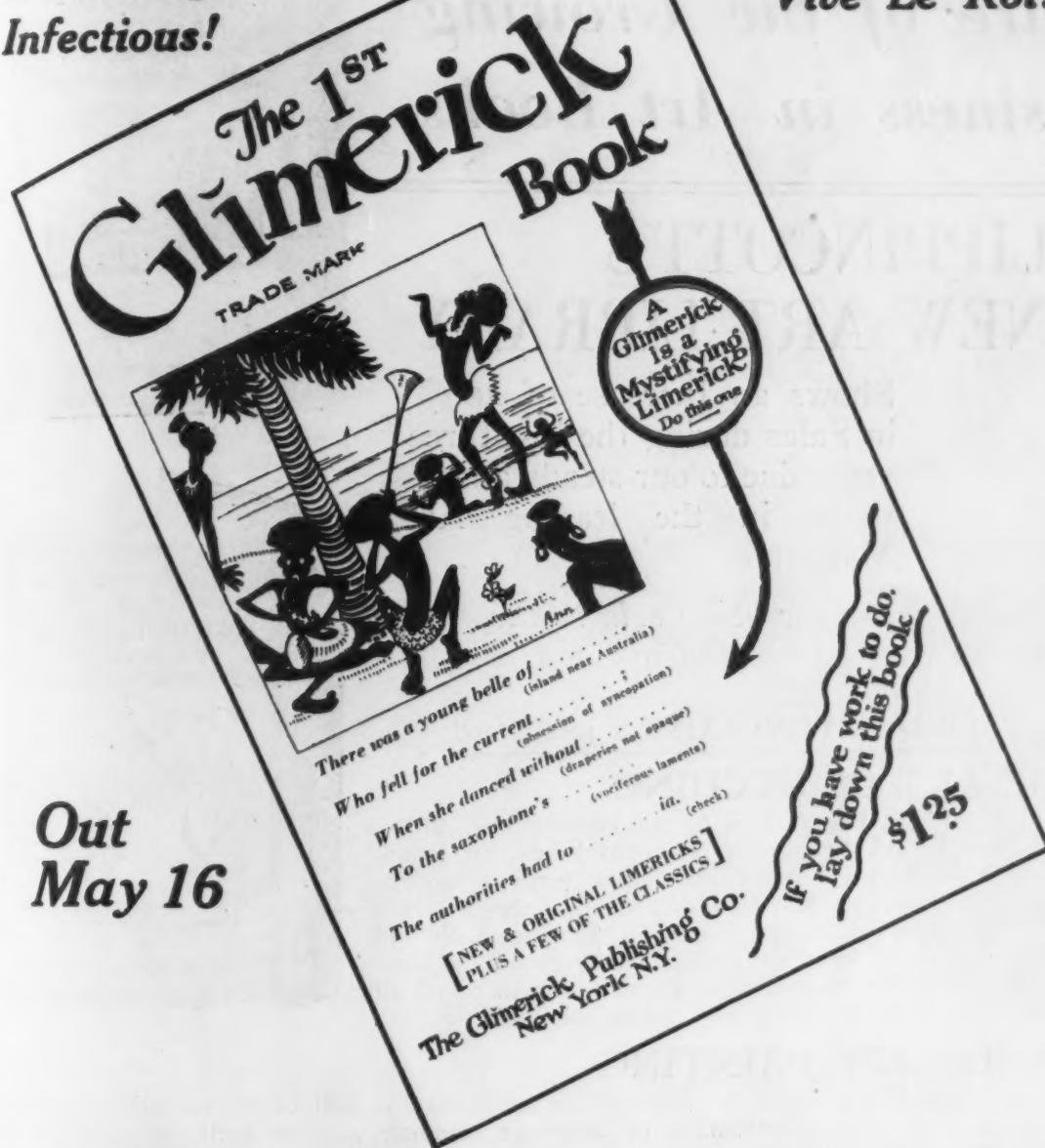
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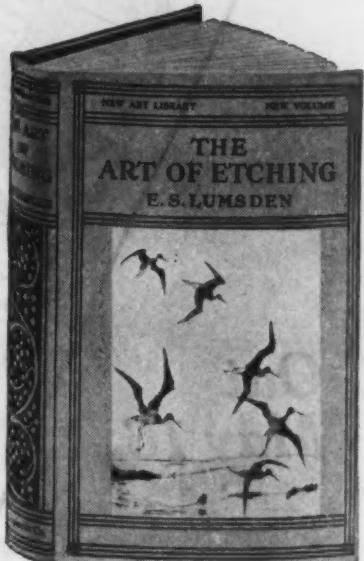
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